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Volume 187, No. 3512 · Published by Her Majesty's Stationery Office · 10 July 1964

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Front cover photograph

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TRADING WITH THE ARAB WORLD (4)

Kuwait – £100 million a year market

BY CHRISTOPHER GANDY, ECONOMIC COUNSELLOR, BRITISH EMBASSY, KUWAIT

British exports to the Middle East have increased considerably in recent years, from £185·2 million in 1953 to £293 million in 1963. Last year, moreover, the increase was at the rate of 15 per cent compared with the previous year, against an increase of 7·5 per cent in Britain's global exports. Nevertheless, our share of the imports of these countries—currently approximately one-fifth—has been declining, in the face of intense competition from the Soviet block and elsewhere.

The Council for Middle East trade, established with the encouragement and support of H.M. Government in January, 1963, has been actively engaged in investigations into prospects in all major markets in the Middle East.

It is hoped that this series of articles in the *Board of Trade Journal* on 'Trading with the Arab World' will encourage businessmen to take an even greater interest in trade with these countries, for although, as will be shown, the opportunities for expansion vary from country to country, the Middle East as a whole represents a secure and expanding market for British goods. Previous articles were published May 15 (Saudi Arabia), June 5 (Sudan) and June 19 (Iraq).

KUWAIT IS A FULLY independent state, a member of the United Nations since June 1963 and of the Arab League, at the north-west of the Arabian Gulf; its area, mostly desert, is smaller than Wales and has a population now estimated at 400,000, more than half of them immigrants from other Arab countries and from Iran.

The harsh climate ranges from 120 degrees F in summer to below freezing in winter. Rainfall averages 6 inches a year; water comes mostly from huge distillation plants and there is at present no agriculture worth mentioning, though when water is piped from Iraq (perhaps up to 120 million gallons per day) there may be more scope for e.g. market gardening. Nearly all the traditional occupations of the people are now obsolete or obsolescent except for import and transit trade. The building boom has encouraged certain light industries such as brick and pipe making and metal working and furniture. There are projects for other light industry, such as tanning, paint making, and the assembly of air-conditioners, but labour costs are high for the Middle East and the only major industry likely to develop soon is in petrochemicals, to be made from natural gas in a £16 million complex.

The economy is thus dominated by oil. Over 100 million tons were produced in 1963 and revenues for 1963/4 are conservatively forecast at around £200 million. Yet less than 10,000 people are directly employed in the industry, and the problem therefore is how to distribute the revenue. So far this has been done by a huge programme of schools, medical service and roads, for which land is bought at high prices from private people, by government employment on an unprecedented scale (about 1 in 6 of the population are in government pay), by generous lending to other Arab countries, and by accumulating a government reserve of a rather modest size compared with the revenues. Very large fortunes have been acquired by individuals whose wealth in aggregate much exceeds that of the state.

Although much of this private wealth is held abroad in portfolio investment and real estate, the activities described above have generated a large demand for imports. The oil companies do nearly all their purchasing through local merchants: the schools, hospitals and roads have to be run and maintained largely by expatriates, many of them from countries with severe import and foreign exchange restrictions, and these people have at least in the past taken full advantage of the range of consumer goods available in Kuwait: the Kuwaitis themselves have built many thousands of imposing villas in the suburbs, with a consequent requirement for building materials, furniture, etc. There is also a large transit trade (not all of it overt, since some of the items handled are smuggled into neighbouring countries with high tariffs or low quotas). The result is an import bill for 1963 of about £115 million c.i.f. – i.e. £290 per head.

There are no foreign exchange restrictions and at present no quotas, with a uniform tariff of 4 per cent except for higher duties on alcoholic drinks and liquid petroleum gas. When light industry expands, it is likely to get tariff protection with tariffs going up perhaps to 15 per cent on certain items.

The principal groups of goods imported are shown in Table I – foodstuffs being the most important, followed by vehicles (there is no public transport except taxis, though a bus service is due soon, and Kuwaitis adore cars), building materials and consumer durables.

Britain used to have the predominant share of this trade, but the widening of the range of goods imported and the intense price competition has much reduced it (see Table II). However, in 1963 she just regained the leading place from the United States with exports valued at £21·7 million as opposed to the United States' £21·4 million. According to Kuwait's import statistics (which do not always correspond with the export figures provided by the countries concerned), another big exporter to Kuwait, Japan, has at least maintained or slightly increased its share, but imports from West Germany and Japan in 1962 were both less than half those from the United Kingdom or United States.

There is still however much scope for increase in United Kingdom exports to Kuwait. In certain lines such as cement, cotton textiles, structural iron and steel, high United Kingdom prices and the tendency in the market to consider price rather than quality seem to rule out much expansion: but in others prospects are good. Although the Government development programme cannot be expected in future to expand as in the past, water is still a critical item and Kuwait will have to increase supplies, both in the long term by building the Iraq pipeline and perhaps in the short by expanding the distillation plant, with consequent placing of large engineering contracts. There is a big scheme for improving Kuwait's telecommunications. In spite of the volume of private house build-

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ing, the less well-off still have great difficulty in finding quarters they can afford and there may be a market for pre-cast or pre-fabricated houses, provided they are suitable for the climate and can be put up rapidly and cheaply (the National Industries Company, a semi-Government organization, are studying this problem).

Kuwait seems determined to implant more light industry and there is a great field here especially for firms prepared to provide know-how as well as equipment, and to take part of the risk and help market the product. In sales to the public, with the growing traffic congestion and the spread of the two car family, small British cars ought to be able to capture more of the market from the larger American ones (in 1962 British vehicle exports at £1·2 million were only a fifth of the United States figure and less than that of West Germany), but aggressive salesmanship and above all first class maintenance facilities are needed. The United Kingdom has less than a tenth of total imports of television sets and wooden furniture, in both of which her share is several times smaller than that of West Germany, and these lines should be capable of expansion. It is not less important to keep our share of the market where it is still predominant – e.g. in electrical equipment, iron pipes and tubes, woollen goods and medicines – and this needs constant attention.

There are certain fields where Kuwait offers no market – agricultural machinery, raincoats and umbrellas, heavy engineering, machine tools, etc.

Difficulties of the Kuwait market

Because of the insatiable demand in the past and the Arab inclination to retail trade, there is a tendency for too many retailers and importers to establish themselves, with consequent over-ordering, and over-stocking. This becomes serious when as has happened recently there is a slow up in Government capital expenditure and reduction in purchasing by the public. Price competition is always keen and sometimes severe. There is a tendency on the part of Kuwait importers to delay ordering till the last moment, when they suddenly wake up to an opportunity (often revealed to them by a competitor) and to order in a frantic hurry without taking account of shipping difficulties (the infrequency of direct sailings to Kuwait means that an average of three months must be allowed).

The Commercial Secretariat of the British Embassy do their best to guard against these difficulties by the advice they give to exporters through the Export Services Branch of the Board of Trade, particularly in the matter of choosing agents and distributors, but there is no substitute for regular visits by exporters to enable them to judge the market and the performance of their agent.

Finally there is a difficulty peculiar to Kuwait, in the feeling naturally prevalent among Kuwaitis that the country's trade should be in their hands and not those of nationals of other countries. In the recent past, much of Kuwait's imports has been handled by non-Kuwaitis (mostly from other Arab states) with only nominal Kuwaiti participation or sponsorship. The merchant community of Kuwait are determined to end this, and their wealth and number gives them great influence with the Government. Kuwait law already provides that all agencies for foreign firms must be held by Kuwaitis and this is likely in future to be more clearly defined and strictly applied.

Exporters are therefore strongly advised before appointing an agent to make sure that the individual or firm concerned is genuinely Kuwaiti. In the past Kuwait has been haunted by non-Kuwaiti middlemen claiming to have special influence and contacts for disposal on a commission basis. Often such people are active in London or Beirut. British firms are strongly advised to seek the advice of the Board of Trade or the Commercial Secretariat before accepting such offers.

The average Kuwaiti merchant is not less efficient and generally of a higher level of integrity than his non-Kuwaiti competitors and there need be no disadvantage to exporters in complying with the requirements of Kuwaiti commercial nationalism.

(Continued on page 55)

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given in page vi of April 24 issue.

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Entry into the market

Although it is not legally necessary to appoint an agent in Kuwait, it is highly desirable and for many items essential, because sales to the biggest single purchaser, the Government of Kuwait (and also, generally speaking, the oil companies) have to be made through a Kuwaiti agent, who alone can enter Government tenders. Few Kuwaiti firms specialize in any particular line and selection has to be made therefore on general grounds of efficiency and standing, particular account being taken of the considerations set out in the section headed 'Difficulties'.

Wherever the goods to be exported need service and maintenance, exporters should satisfy themselves that the agent chosen can provide these. Many people in Kuwait choose e.g. their motor cars and wireless sets on the adequacy of the after-sales services. Attention should be given to the possibility of including provisions for this in agency agreements and of seconding mechanics from the United Kingdom at least initially to see that a good service organization is set up.

Business in Kuwait depends largely on personal contact, and correspondence is not enough. Representatives should be sent out frequently and preferably the same man should come each time, so that he becomes a 'friend of the family'. He should be ready to stay for several days. It is not enough to install oneself in the hotel for 24 hours, summon the agent and go away again. He should also be able to take decisions without referring to his head office. One particular point is that Kuwaitis attach importance to direct contact with the United Kingdom firm and tend to be dissatisfied if they have to go through 'our Middle East representative', particularly if the latter is not British. The same applies to the previous British habit of appointing a 'Gulf Agent' resident in Bahrain and this should be avoided.

Although most Kuwaiti business houses are well able to correspond in English, it should not be assumed that everyone reads it and packages and promotional literature should wherever possible be printed in Arabic. (French is not substitute in Kuwait.) The Americans, the Germans and the Japanese all seem more aware than we are of the value of specially designed Arabic advertisements in local newspapers. It should be borne in mind that the big Egyptian and Lebanese newspapers and reviews are as much if not more read in Kuwait than the local ones.

Finally, for most consumer goods, in Kuwait price is the determining factor and prices must be competitive: it is not much use loftily saying 'if people want quality goods they must pay for them'. For all goods, prices should be at least approximately shown in promotional literature: too often British firms send out catalogues and pamphlets without any indication of price. It should be borne in mind that the Kuwaiti like other Arabs dearly loves to haggle and will be favourably influenced by the feeling that he is getting a special price. Equally he is extremely sensitive to any suspicion that people take all Kuwaitis for millionaires and add on the extras accordingly.

At the same time for certain luxury items (perfumery, high-class clothing etc.) price is no object and indeed a low price may cast doubt on the genuineness of the article: but this of course applies only to a narrow range of goods and customers.

Kuwait lending abroad

So far the bulk of Kuwait's foreign lending has been in two large untied loans to Iraq (£30 million) and the UAR (£25 million), over whose spending Kuwait has not sought any control. But in future she is likely to lend money only through the Kuwait Fund for Arab Economic Development for specific projects and to pay out only as goods are shipped. The fund is strongly influenced by IBRD and employs very business-like methods and criteria. It naturally has a big say in the placing of orders resulting from these loans. The Fund's present commitments are nearly £30 million and its total capital is £100 million. The Fund aims to see orders arising from these loans placed by international tender but naturally takes account of the standing and reputation of the firms involved and British consultants and engineering firms would do well to watch for news of the Fund's loans as a possible source of large orders, though lobbying of the Kuwait authorities is not desirable.

Further information

This may be found in the 'Hints to Business Men' Series or by application to the Export Services Branch of the Board of Trade or to the Commercial Secretariat of the British Embassy, P.O. Box 300, Kuwait.

Table 1 – Kuwait's imports by principal groups of commodities for 1962 (Kuwait statistics)

(Value in Kuwaiti Dinars – 1 K.D. = £1)

Foodstuffs	19,960,464
Tobacco	3,445,445
Alcoholic drinks	470,263
Oil drilling equipment	2,831,293
Building materials (including sanitaryware)	10,492,439
Consumer durables (domestic electrical wireless and T.V., cameras, watches and cookers)	5,631,882
Textile piece-goods	4,219,354
Clothing	4,751,061
Footwear	1,235,245
Vehicles (including motor cycles, spares and tyres)	13,706,777
Jewellery	1,668,791
Toiletries and medicines	2,260,050
Air-conditioners	1,024,747
Furniture (metal)	1,079,959
Furniture (wood)	1,146,397
Total (of above categories)	73,924,126
Grand Total	101,864,980

Table 2 – Kuwait imports 1962: Performance of main importing countries

(Figures in £ million: figures in brackets are percentages of the total imports of each category)

Exporting Country	Total of Exports	Categories in which particularly strong
United Kingdom	20·1	Vehicles 1·2 (12%); cigarettes 1·1 (33%); electrical equipment 1·2 (65%); woollen goods 0·7 (61%) canned vegetables 2·0 (21%); sanitaryware 0·3 (23%); metal furniture 0·5 (46%).
United States of America	21·6	Vehicles 5·8 (58%); cigarettes 2·0 (61%); oil drilling equipment 1·8 (65%); vehicles spares 1·1 (56%); T.V. sets 0·5 (41%); canned vegetables 0·3 (27%); air conditioners 0·9 (89%).
Western Germany	8·8	Vehicles 2·0 (20%); electrical equipment 0·2 (11%); T.V. sets 0·4 (32%); wooden furniture 0·6 (38%); sanitaryware 0·2 (16%).
Japan	8·7	Cement 1·5 (53%); tyres 0·7 (43%); artificial silks 1·1 (70%); cotton goods 0·6 (47%); woollen goods 0·3 (27%).
Italy	4·5	Footwear 0·3 (27%).

'EFTA Topics'—summer edition

THE SUMMER quarter's edition of *EFTA Topics* is published today. Like the first edition, which appeared in April this year, it is a digest of published material from the Press and various official publications concerning the activities and attitudes connected with the European Free Trade Association.

EFTA tariffs on industrial goods now stand at 40 per cent of their January 1960 level, and will be eliminated by December 31, 1966, three years ahead of the original schedule. Now that the EFTA countries have settled the timetable for eliminating these internal tariffs and the remaining quota restrictions impeding trade between them, they are extending their work on other less direct barriers to trade and increasing the range of their co-operation. Among subjects recently under discussion in Geneva are restrictive business practices, rights of businessmen to establish and operate a business in another EFTA country, the need for industrial standardization on the widest possible basis, and problems of economic development in member states.

As discussion increases on questions of wider application, more people need information on what is happening. For this purpose the EFTA Information Centre was set up early this year to disseminate information on EFTA, to answer general queries, and to direct callers to the best sources of information.

EFTA Topics plays a part in this in keeping people aware of what is going on in EFTA and directing them to useful publications. Copies are now available free from Publications Division, Central Office of Information, Hercules Road, London, S.E.1.

EFTA ministerial meetings in Edinburgh

AS REPORTED in last week's issue of the *Board of Trade Journal* the European Free Trade Association Council and the Joint Finland-EFTA Council met at ministerial level in Edinburgh on July 8 to 9, with Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, in the chair. The official communique will be published in next week's issue.

Mr. Edward Heath on Anglo-Dutch Trade and the developing countries

BRITAIN AND THE NETHERLANDS – two small countries with equally long commercial and seafaring traditions – share a great deal, said Mr. Edward Heath, Secretary of State for Industry, Trade and Regional Development, speaking at the Anglo-Dutch Trade Council luncheon in London on June 30.

After reviewing the course of British and Dutch commercial history and commenting on the traffic in finance and technical knowledge between the two countries, the Secretary of State remarked that this exchange of capital and of expert knowledge continued today on a vastly greater scale. At the end of 1962 British investment in the Netherlands, excluding banking, oil and insurance, totalled nearly £22 million. Dutch investment in the United Kingdom was even higher – about £35 million.

ICI had a vast chemical complex in progress at Rotterdam. Shell Chemicals had just announced a large new chemical development, partly here and partly in the Netherlands.

'This two-way traffic in capital, enterprise and ideas is of the highest importance in developing both our economies,' said the Secretary of State. 'It is especially valuable now since our negotiations for entry into the EEC were broken off.'

The Secretary of State went on to say that when he had last addressed the Council in 1961 he spoke of the negotiations and of the Netherlands Government's hopes for a successful solution.

'Though these hopes have been disappointed, I know that the Netherlands Government are as anxious as we are to prevent the division of Western Europe into two economic groups from hardening,' he said. 'I am glad, therefore, to see from the trade figures that our trade with the Netherlands continues to flourish.'

In March-May our exports had reached £51 million – 14 per cent higher than the previous three months and 20 per cent higher than a year ago. The Netherlands had sent us slightly more than we sent her, and this side of the account was growing too—£56 million in March-May as compared with £50 million a year ago, an 11 per cent increase.

Speaking of the recent United Nations Conference on Trade and Development at Geneva, the Secretary of State said: 'But two highly prosperous industrial countries like the Netherlands and the United Kingdom, cannot – and do not – overlook the great problem of the less-developed countries.'

Raising the question as to whether the Conference was a success or failure, the Secretary of State said that although some developing countries may have felt that the Conference failed to bring them the concrete benefits for which they were looking, on any realistic calculation the Conference was a success.

After great efforts at conciliation between the Western-developed countries and the bloc of developing countries, the Conference had succeeded in reaching agreement on the vital issue of institutions. The Conference would become a permanent organ of the United Nations, and a further session would take place in 1966.

The new Trade and Development Board of 55 members was expected to hold its first meeting at the end of this year or early next year.

There was still one issue to be settled before the General Assembly could confirm the Conference's recommendation on the new institutions.

It related to the special procedures, through conciliation machinery or voting formulae, by which the new bodies would secure enough of a consensus of opinion to make their recommendations realistic. It was hoped that in the special committee, which would be meeting in September to consider this, a satisfactory procedure would be agreed on.

The second important achievement of the Conference was the general agreement to study the proposals for 'supplementary finance' which were put forward by the United Kingdom delegation. Developing countries with low foreign exchange resources might find their development disrupted if their earnings from exports fell seriously below the level they had reason to expect. The International Bank for Reconstruction and Development had been invited to work out the principles of a possible scheme.

Thirdly, still in the field of financial aid, developed countries agreed to try to contribute a minimum of 1 per cent of their national income in the form of public funds and private investment to the developing countries. Britain had provided just about 1 per cent of its national income in these ways in recent years. 'These are the three achievements of the Conference on which I would place most stress,' said the Secretary of State. 'On trade questions this country strongly supported the proposals originated by India – that developed countries should grant developing countries tariff preferences on manufactures and semi-manufactures.'

The Conference had not been able to reconcile the different points of view on this question, and the United Nations and GATT would carry on the study.

On commodity trade the United Kingdom had vigorously supported improved access for the products of developing countries to the markets of developed countries. The proposals for the organizing of world markets for commodities were not acceptable, but we stood ready to take part in international commodity arrangements just as we were already members of all the existing international commodity agreements.

The Secretary of State went on to say that Britain and the Netherlands both saw freer world trade as the best way of increasing the prosperity of the world. One of the lessons of the Conference was that countries with similar interests must work closely together; must exchange their views and ideas. The interest of the developed and developing countries depended on one another.

Modern industry and modern transport had made the world more of a single unit than ever before. Increasingly, trade, and the prosperity it brings, were indivisible. The developed countries had much to gain from greater prosperity in the developing countries. At the same time economic growth in Britain, the Netherlands and other developed countries is the only way in which a larger market can be opened up to the developing countries and greater resources built up for their development,' the Secretary of State concluded. 'Your Council's work in expanding trade between our two countries is an essential part of this process.'

Russian trade mission to UK

Mr. M. V. Nesterov (right), President of the USSR Chamber of Commerce, photographed at a press conference he gave at the London Chamber of Commerce recently at the end of his ten-day visit to the United Kingdom. On the right is Lord Ebbisham, who led the recent mission to the USSR and who invited Mr. Nesterov to lead a return mission to this country. Mr. V. I. Rodnov, Soviet trade representative in the United Kingdom, announced at the conference that a large Soviet mission, empowered to carry out further negotiations for the purchase of British chemical equipment, are expected in the United Kingdom shortly. Some members have already arrived.

Mr. Edward Heath (left), Secretary of State for Industry, Trade and Regional Development, discussing the process of producing vinyl sheeting with Mr. J. H. Storey (right), chairman, Storeys of Lancaster, and Mr. T. B. Pye, works director, during his visit to the factory in the North-west last week.

Mr. Heath's second visit to North-west

MR. EDWARD HEATH, Secretary of State for Industry, Trade and Regional Development visited the North-West Region on July 3. This was the Secretary of State's second visit to the Region. He was previously in the North-west on November 21-23 last.

The Secretary of State's first engagement was to visit the Lancaster factory of Storey Brothers Ltd., who make vinyl sheetings, leather cloths etc., and have a large export business (see photograph).

During his visit the Secretary of State met members of Lancashire County Council at the County Hall in Preston for a general discussion of the County's position and prospects. This meeting was followed by an informal lunch given by the chairman of the Council, Alderman F. Longworth.

Later the Secretary of State met members of Liverpool City Council at the City Hall, Liverpool, for a discussion of employment prospects on Merseyside. In the evening he was the guest of the Lord Mayor of Liverpool, Councillor Louis Carlan at dinner.

New wharf's importance to EFTA

'THE LINKS between Harwich and Scandinavia have always been close, and with the growth of the European Free Trade Association I believe that they will become still closer.' Lord Drumalbyn, Minister of State, Board of Trade, said this during his visit to Harwich, Essex, on July 1 to see the new port installation of Navyard Wharf.

The new wharf has been built on the site of the old naval yard and is intended mainly for the export and import of cars between Britain and Scandinavia. Improvement in freight and passenger facilities at Harwich, and investment in new vessels since 1945 have amounted to about £7·5 million. In the ten years to December 1962 the annual tonnage of freight passing through the port has increased from 222,000 tons to 512,000 tons.

Continuing, the Minister said: 'Our trade with Scandinavia and Finland is growing strongly: this year we expect our exports to these countries to reach nearly £500 million and our imports from them to be not far short of £600 million. These are striking figures. Indeed, about one-eighth of our overseas trade is done with Scandinavia, and it seems to me especially appropriate that the development of Navyard Wharf has come about with the help of Swedish capital and the support of Swedish shipping interests – a very happy example of the harmonious and constructive way in which EFTA works. To our Swedish friends here today I would say that we see Navyard Wharf as a symbol of our ties with Sweden and the other countries of Northern Europe and of the goodwill, friendship and mutual confidence which exists between us.'

He pointed out that the new jetty was designed for the drive-on, drive-off type of cargo. It was completely modern and up-to-date. It showed that we in Britain recognized how important it was to exploit new techniques in handling the type of cargo we had today and would have in the future.

During his visit Lord Drumalbyn visited two firms – Fairview Caravans Ltd., and Vacuumatic Ltd. – representative of the port's newer industries. Both firms direct a large part of their output to export markets.

Commonwealth Conference opens in London

THE Conference of Commonwealth Prime Ministers opened at Marlborough House, London, on July 8 until July 15.

Cameroonian Minister to visit Britain

MR. SOLOMON MUNA, Cameroonian Minister of Transport, Mines, Posts and Telecommunications, will visit Britain as a guest of HM Government from July 15-24. He will be accompanied by two senior officials. Mr. Muna's programme will include meetings with Ministers, officials and industrialists, and factory visits.

Notes:

Cameroon is a federated state composed of East Cameroon (ex-French Cameroun) and West Cameroon (formerly British Southern Cameroons). The United Kingdom and the Federal Republic of Cameroon entered in July 1963 into an agreement on commercial and economic co-operation.

British exports (including re-exports) to Cameroon rose from £1,653,000 in 1962 to £2,194,000 in 1963; the principal commodities were road vehicles, machinery, chemicals and whisky. British imports from Cameroon fell from £6,627,000 in 1962 to £6,359,000 in 1963; bananas and rubber were the most important items.

NEDC to consult industry on further growth programme

AT A MEETING of the National Economic Development Council on July 1 under the chairmanship of Mr. Reginald Maudling, Chancellor of the Exchequer, it was decided that consultations should begin with industry as part of the preparation of information on which the Council could consider the drawing up of a further growth programme. The preliminary examination would be based on the period up to 1970 and would review the implications of 4 per cent annual growth as well as of other rates.

The Council noted the progress made in setting up economic development committees covering an important part of the economy, and agreed that the working relations which existed with other industries should be more widely extended.

The Council reviewed the progress made in regional development and on manpower and related questions and discussed factors affecting long-term energy policy.

ECGD £5¼m guarantee for India

THE EXPORT Credits Guarantee Department signed on July 3 a Financial Guarantee providing for the financing of the sale of textile machinery to India. The £6¼ million contract is between Platt Brothers (Sales) Limited of Oldham, a subsidiary of the Stone Platt group, and the State Trading Corporation of India Limited.

A loan amounting to more than £5¼ million is being made available by the Midland Bank Ltd. and the Insurance Export Finance Co. Ltd.

This is the 13th Financial Guarantee signed by ECGD, and brings the total of loans covered to £60 million relating to contracts totalling £76 million.

Revision of merchandise marks legislation

In its Final Report the Molony Committee made a number of recommendations about the content of revised merchandise marks legislation. The Board of Trade have received comments on various aspects of these recommendations from a number of bodies. They are now considering these comments as part of their preliminary work in connection with the preparation of new merchandise marks legislation. Trade associations or other bodies who may wish to make their views on the Molony Committee's proposals known to the Board of Trade and who have not yet done so, either direct or through other organizations, are invited to send their comments before September 1, next to the Board of Trade (I.M.2 Division), 1 Victoria Street, London, S.W.1.

First Canadian firm to build new plant in Northern Ireland

A joint undertaking to build a new plant in Northern Ireland, the first Canadian firm to do so, was announced in Montreal on June 12, by Mr. Brian Faulkner, Minister of Commerce, Northern Ireland; and Mr. Leonard Cohen, president, Canadian Technical Tape Ltd. The new plant will be called Technical Products (Ulster) Ltd., and will be located at Newtownards. It is expected to provide employment for 105 people. Mr. Leonard Cohen (left); Mr. Brian Faulkner; and Mr. Arnold Heckle (right), Principal British Trade Commissioner in Quebec; are seen during a tour of the firm's Montreal factory.

Government factories in Northern Ireland

UNEMPLOYMENT in recent years in Northern Ireland has been mainly due to the fact that this area has the highest birth rate and the lowest death rate in the British Isles, that its older industries because of modern developments now employ fewer workers and that agriculture, in particular, because of the heavy investment in farm machinery, no longer requires such a large labour force. The programme of attracting new industry to counteract these factors has been pursued with vigour since the war and with a good deal of success; some 180 new manufacturing firms have been established and over 50,000 new industrial jobs created in an area which is rather smaller than Yorkshire and which has a population of just below 1,500,000.

A major feature of the campaign for new industry has been the construction of factories by the Government itself. Between 1945 and 1963 more than £36¼ million has been spent on factory building by the Northern Ireland Ministry of Commerce and more than 8,000,000 square feet of factory space has been provided. The momentum is being well maintained and building projects on hand at the moment total over 2,000,000 square feet.

Advance factories have made up a large share of the building programme, and a striking feature is the wide range of activities which it has been possible to accommodate in these standard factories with no great modification of the premises – in itself a tribute to the high standard of the design. Engineering is well represented by such firms as Flexibox, manufacturing mechanical seals to a high degree of precision; Camco and Hughes Tool, both from the United States and both in the field of oil well equipment; Bridgeport Brass, also American, manufacturing tyre valves; and Short Brothers and Harland who occupy over 150,000 square feet devoted to the electronics side of the firm's activities. International Computers and Tabulators started off in 70,000 square feet of advance factory space in 1949 and now occupy over 500,000 square feet. The cable industry is represented by two firms, sports equipment by Spaldings, and the textile industry in a diversity of yarns and fabrics is housed in a number of factories; a recent example is the Klinger Manufacturing Company which took over an advance factory at Ballymena at the end of last year for the processing of nylon yarn and followed this up by taking over a second factory a few months later at Larne. Grundig, from Germany, set up their sole United Kingdom plant for the manufacture of tape recorders and dictating machines in Belfast advance factory premises, and manufacturing processes in other advance factories include carpets, rubber moulding, plastic packaging and surgical equipment, and a recent addition is a meat processing plant.

It is the practice in building advance factories to allow a large area for future expansion and this policy has paid rich dividends since many of the firms have already required substantial extension of the original buildings. The low rents of 1s. 9d. to 2s. 6d. per square foot on a 21-year lease for well designed premises have proved to be a material attraction to industrialists.

The Government building programme has not, however, been confined to advance factories. The Ministry of Commerce is willing, for suitable projects, to build factories specifically for individual firms, the terms on which this is done being dependent on the type of project. Many well-known companies are in premises which were built by the Ministry of Commerce or extensively adapted from existing premises. These include, for example, British Vacuum Cleaners, Lines Brothers, Standard Telephones and Cables, Jeremiah Ambler, G. B. Britton and Sons, Gallaher, Associated Electrical Industries, Pinehurst Textiles, Oneida Silversmiths, Taylor-Woods, English Sewing Cotton, Daintifyt Brassiere, and Birmingham Sound Reproducers.

The provision of premises in many of these cases has been a major architectural and building operation, ranging up to as much as 600,000 square feet of highly specialized construction. The fact that firms have been willing to entrust the Northern Ireland Ministry of Commerce with projects of this magnitude is an indication of the experience which the Ministry has gained over the years in the provision of factory premises.

Many of the firms which have come to Northern Ireland have, of course, built their own premises. This is, not unexpectedly, true of the complex of firms in the man-made fibre industry, represented in Northern Ireland by Chemstrand, British Enkalon, ICI and Courtaulds, and of such developments as the Du Pont plant and the B.P. Oil Refinery. Recent examples of note are the Michelin factory which will cover 700,000 square feet, the Fafnir Bearing Company's factory of 90,000 square feet, both nearing completion, and the Autolite (Ford) factory of 200,000 square feet in which production should start towards the end of this year.

The fact that companies have often built their own plant demonstrates that, while the provision of factory premises by the Government has been an essential feature of the programme for attracting new industry, it has not been the only element. The availability of labour has in many cases been a cardinal factor along with the substantial financial assistance available, and possibly most important the full backing and support of the Northern Ireland Government.

Details of available factories can be obtained from Ministry of Commerce, Chichester House, 64 Chichester Street, Belfast, 1, or the Ulster Office, 13 Regent Street, London, W.1.

New refinery for United Kingdom

ENI, the Italian group of companies, of which AGIP Ltd., is the British subsidiary for the distribution of petroleum products in this country, propose, subject to planning permission, to erect a £15 million oil refinery at Canvey Island on the Thames. The capacity will be around two million tons per annum and the estimated completion date is 1967. Practically the whole of the equipment for the refinery will be British. It is expected that much of it will come from firms in Scotland and the North-east.

This is the first ENI refinery in Britain and the output will go partly to AGIP's United Kingdom market, which is mainly in the London area and the Midlands, and partly for export. In due course ENI plans to put up a second refinery in one of the development districts to cater for the growing market for oil products in Scotland and Northern England.

Removal from the Register of RTA of seven agreements

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under Section 12 of the Restrictive Trade Practices Act, 1956, authorizing him to remove from the Register all particulars of the following seven agreements:

(i) between two manufacturers of level gauges and other equipment;
(ii) between two manufacturers of cranes and similar appliances;
(iii) between five manufacturers of metal windows and similar equipment;
(iv) between two manufacturers of wire ropes and one manufacturer of wire;
(v) between certain members of the Building Board Manufacturers' Association of Great Britain Ltd.;
(vi) between the members of the United Kingdom Textile Manufacturers' Association;
(vii) between the members of the Corsetry Manufacturers' Association.

Section 12 of the Act provides that the Board of Trade may, upon representations from the Registrar, give directions authorizing him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appear to the Board to be of no substantial economic significance.

Section 12(3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreements to which the directions relate and this was done on July 2.

Notes:

The agreements to be removed from the Register relate to the following matters:

(i) **Level gauges:** the agreement relates to the granting by a principal to a manufacturer of sole rights of manufacture to the design of the principal in the United Kingdom. The manufacturer agrees to buy certain components only from the principal and to sell to customers authorized by the principal. The principal agrees not to supply similar goods made by other manufacturers.

(ii) **Cranes:** the agreement relates to the manufacture and supply under trade mark by one firm to another of the appliances which are the subject of the agreement. The manufacturer agrees to supply only to the principal or certain other customers and not to manufacture competitive appliances for other firms. The principal agrees not to make the appliances himself or have them made elsewhere.

(iii) **Metal windows:** the agreement relates to the establishment overseas of a company for the manufacture and sale of metal windows and other architectural metal work, and includes a provision specifying the areas within which the overseas company may make and sell.

(iv) **Wire ropes:** the agreement relates principally to the manufacture of wire ropes in Canada, and the export of wire for this purpose from the United Kingdom. It includes provision about the sources from which this wire can be acquired in the United Kingdom.

(v) **Building board:** the agreement provides for the quotation of firm prices; the parties quote their own individual prices but agree that they will quote firm prices for 90 days from the date of quotation.

(vi) **Textiles:** the agreement relates to recommended standard terms and conditions for use in contracts with merchants for the sale of cotton cloth.

(vii) **Corsetry:** the agreement relates to a recommendation about maximum settlement discounts and a recommendation that special discounts on travellers' samples should not be allowed.

Fifty-eight previous directions have been issued by the Board of Trade under Section 12. The last nine directions were issued on May 14, 1964 (see *Board of Trade Journal* of May 22, 1964, page 1109).

Appointment of Assistant Official Receiver

THE BOARD OF TRADE announce that Mr. Cecil Herbert Brown has been appointed an Assistant Official Receiver to act as assistant to any Official Receiver appointed for the purposes of the Companies Act, 1948, and attached to the High Court, with effect from July 1.

Imports of butter

THE BOARD OF TRADE announce that after considering estimates by supplying countries of the availability of butter and in the light of short-falls in the additional supplies of butter already authorized, they have decided, in order to offset the effect of the short-falls to authorize imports during August of the following quantities of butter from the following countries over and above imports against basic quotas:

	Tons
Finland	550
France	1,000
Irish Republic	500
Netherlands	200
Rumania	350
Uruguay	75
	2,675

It has been agreed to authorize the import of 100 tons of butter from Iceland in August.

The amounts authorized for additional imports in July totalling 7,150 tons remain unchanged (see *Board of Trade Journal* of June 5, 1964, page 1219).

Notes:

Quotas for the year ending March 31, 1965 were announced on February 28 last and total 420,000 tons. It was stated at the time that additional supplies which might amount to 20,000 tons in the first half of the quota year were also required. In fact, additional requirements have proved to be higher, and a cumulative total of about 25,000 tons had been authorized up to the end of July. The additional amounts totalling 2,775 tons now being authorized for import during August have regard to the short-falls in additional supplies already authorized within the cumulative total of 25,000 tons. (Additional supplies must be delivered by the countries authorized to send them during the month specified and the entitlement cannot be carried forward). In addition, as previously announced, 15,000 tons have been authorized from North America, which is not a traditional source of supply, for import from July to the end of November.

The basic allocations for imports from the countries now authorized to supply supplementary amounts during August are:

	Tons
Finland	12,370
France	2,580
Irish Republic	12,905
Netherlands	15,060
Rumania	325
Uruguay	215

Canada, the U.S.A. and Iceland have no basic allocations.

Imports of some jute cloth and new sacks and bags

IN Notice to Importers No. 1076, dated July 1, the Board of Trade announced that the quota for imports of jute cloth and new sacks and bags from countries other than India, Pakistan, the Irish Republic and the Eastern Area, that was established last year and announced in Notice to Importers No. 1049 dated October 15, 1963 (see *Board of Trade Journal* of October 18, 1963, page 847), is being repeated at 1,200 tons for the year ending June 30, 1965. Applications for licences will be considered from previous licence holders and others with a direct interest in the trade. Priority in the issue of licences will be given to the former, who should accompany their applications by a statement of the imports made under their present licences.

Imports of common sacking, heavy bags and woolpacks will continue to be freely licensed outside the quota under the arrangements set out in Notice to Importers No. 1047 of September 26, 1963 (see *Board of Trade Journal* of September 27, 1963, page 680).

Parliamentary Questions

The selection of Parliamentary Questions which for technical reasons has had to be held over included the debate on the White Paper on Monopolies, Mergers and Restrictive Practices (CMND No. 2299). This is reported in *Hansard*, July 6 (cols. 32-170).

Imports of cotton goods

IN NOTICE TO IMPORTERS No. 1074, dated July 1, the Board of Trade announced certain amendments to the licensing procedure for imports of cotton textiles, details of which were given in Notice to importers No. 1070 (*Board of Trade Journal* May 8, 1964, page 1006).

Imports from Brazil, Greece, Israel, Malaysia and the United Arab Republic

Negotiations are currently taking place with the following countries for the establishment of quotas for shipments of the undermentioned categories of cotton textiles to the United Kingdom:

Brazil:	Woven grey cloth
Greece:	Yarn
Israel:	Yarn
Malaysia:	Woven grey cloth
	Woven finished cloth
	Household textiles and similar made-up goods
	Apparel of woven cloth
United Arab Republic:	Yarn
	Woven grey cloth
	Woven finished cloth

In order to provide a basis for allocations, certified returns of imports since January 1, 1963, will be required from all importers who wish to apply for a share in the quotas to be established. Further details are given below.

It is regretted that applications for licences cannot be accepted from traders who are unable to furnish certified returns of past imports. These traders are accordingly advised that they should not allow any further goods to be brought forward for manufacture or shipment in the categories and from the countries mentioned.

It is also regretted that, in view of the volume of outstanding contracts, it will not be possible to consider applications from any importer for licences relating to new business in those categories with the territories concerned. Shipments made against outstanding contracts already notified to the Board of Trade under the terms of Notice to Importers No. 1070 are, however, being licensed until such time as quotas have been determined and formally established.

Imports from Colombia, Mexico, Turkey and Yugoslavia

Applications for import licences made in accordance with Notice to Importers No. 1070 have revealed substantial forward orders for certain types of cotton textiles from the countries mentioned.

It has accordingly been necessary to make formal approaches to the Governments concerned requesting their co-operation in restraints over the following categories of cotton textiles:

Colombia:	Woven grey cloth
Mexico:	Woven grey cloth
Turkey:	Woven grey cloth
Yugoslavia:	Woven finished cloth

and no applications will be considered from United Kingdom importers in respect of new business until further notice. Shipments made against contracts already notified to the Board of Trade under the terms of Notice to Importers No. 1070 are, however, being licensed until such time as quotas have been determined and formally established.

Certified returns

Returns under paragraph 2 above should relate to the following categories of goods:

		Unit for return
Brazil:	Grey unbleached woven cloth wholly or mainly of cotton	Square yards
Greece:	Yarns and threads wholly or mainly of cotton	lbs.
Israel:	Yarns and threads wholly or mainly of cotton	lbs.
Malaysia	Grey unbleached woven cloth wholly or mainly of cotton	Square yards
	Woven cloth wholly or mainly of cotton, other than grey unbleached	Square yards
	Made-up articles wholly or mainly of woven cotton falling with Chapter 62 of the Customs Tariff (i.e. towels, household linen, etc.)	£
	Articles of apparel and clothing accessories, wholly or mainly of woven cotton	£
United Arab Republic:	Yarns and threads wholly or mainly of cotton	lbs.
	Grey unbleached woven cloth wholly or mainly of cotton	Square yards
	Woven cloth wholly or mainly of cotton, other than grey unbleached	Square yards

A separate return must be made in respect of *each* category from *each* source, and must be in the following form:

The (quantity) (value) of ..... originating in .....

and imported into the United Kingdom during the undermentioned periods and paid for by me/us direct to the overseas supplier was:

(a) imported in calendar years 1963 .....
(b) imported from 1. 1. 1964 to 30. 4. 1964 .....
(c) in transit to the United Kingdom on 30. 4. 1964 .....

Signed.....
Status.....
Proprietor, partner, company director, company secretary)

Date.....

Note: The date of the Customs Entry is to be taken as the date of importation.

The return must be certified by an independent practising accountant in the following form:

'I/We have examined the method adopted in arriving at the figures stated in the above return and am/are of the opinion that it is a reasonable one. I/we have conferred with the officials and employees concerned in the compilation of the figures and have made such tests as I/we have considered necessary. Having received such information and explanations as I/we have required, I/we report that in my/our opinion, the figures are those required.

Signature .....
Professional qualification .....
Address .....
.....

Date .....

Each certified return under paragraph 4 must be lodged with the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4, **not later than July 13, 1964,** and should be accompanied by an application on form ILB/A or TIP/A where this has not already been furnished.

Warning. Applicants are reminded that any person who knowingly or recklessly makes any false statement or furnishes any document or information false in any material particular for the purpose of obtaining an import licence is liable to a fine not exceeding £500 and/or a term of imprisonment not exceeding six months. In addition, the import licence will be void from the date of issue and any goods imported under it will be liable to forfeiture under the Customs Acts.

Hire-purchase, credit sale and hiring controls

THE BOARD OF TRADE have made two Orders, consolidating the several Orders under which the terms of hire-purchase, credit sale and hiring agreements are controlled.

The new Orders re-enact the current requirements of the Controls, subject to the following amendments:

(i) in the case of an agreement relating to a radio or television set or ancillary equipment, or to a radio-gramophone, it is no longer permissible for any allowance given for goods taken in part-exchange to be used to pay the deposit or advance rental which, under the terms of the Controls, must be paid before the agreement is made;

(ii) in the case of an agreement for the hiring of a motor vehicle for a period of not less than one year, it is now permissible for an extra charge to be made for mileage in excess of 15,000 miles in any one year.

The new Orders are the Hire-Purchase and Credit Sale Agreements (Control) Order, 1964 (S.I. 1964 No. 942, price 1s. 3d. each, by post 1s. 5½d.) and the Control of Hiring Order, 1964 (S.I. 1964 No. 943 price 8d. each, by post 10½d.). Copies of these Orders, which came into force on Thursday, July 2, 1964, are on sale at HM Stationery Office, Kingsway, London, W.C.2, and branches.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 24, 1964.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.16	Calcium gluconate lactate	Calcium lactate gluconate	December 31, 1964	6490
29.22	*m*-Phenylenediamine	Meta phenylene diamine	December 31, 1964	6208
29.35	α-Cyclopentyl-2-thienylglycollic acid.	Cyclopentyl - 2 - thienyl glycollic acid.	December 31, 1964	6484
29.35	Diperodon	1:2 - Di(phenylcarbamoyloxy) - 3 - piperidinopropane monohydrate.	December 31, 1964	6512
29.35	Diperodon hydrochloride.	1:2 - Di(phenylcarbamoyloxy) - 3 - piperidinopropane hydrochloride.	December 31, 1964	6513
29.35	Hydroxyzine embonate	Hydroxyzine pamoate	December 31, 1964	6514
34.02	Preparations, being aqueous solutions containing not less than 20% by weight of alkyl (ethylbenzyl) dimethylammonium chloride and not less than 20% by weight of benzalkonium chloride.	BTC 2125	December 31, 1964	6333
38.19	Preparations containing not less than 85% by weight of aluminium compounds calculated as Al_2O_3, and not less than 10% by weight of molybdenum compounds calculated as MoO_3.	Fluid hydroformer catalyst.	December 31, 1964	6437

Mr. J. Olafsson of Reykjafell Ltd., Reykjavik, agent for Atlas Lighting products made by Thorn Electrical Industries Ltd., presents Mr. L. A. Szemere, Atlas marketing manager for Europe with a contract for 250,000 lamps. During March 1964 the firm's exports of fluorescent tubes exceeded one million for the first time.

Dealers in securities

THE FOLLOWING changes have taken place during June in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act, 1958:

Licensed dealers

Insert: Allied Corporate Brokers Ltd., 6 Old Jewry, London, E.C.2.

Insert: Armore Marden & Partners Ltd., Park House, 16 Finsbury Circus, London, E.C.2.

Insert: Mounthall Securities Ltd., At the Offices of Messrs. Pannell, Fitzpatrick, Graham & Crewdson, Lee House, London Wall, London, E.C.2.

Insert: National Union Bank Ltd., 18 Cavendish Square, London, W.1.

Change of Address: Fraser, Robert & Partners Ltd.,
Delete: 25/31 Moorgate, London, E.C.2.
Insert: Clements House, Gresham Street, London, E.C.2.

Exempted dealers

Insert: Schwab (E. S. Schwab & Co. Ltd.), Salisbury House, Finsbury Circus, London, E.C.2.

Insert: Eagle Star Insurance Company Ltd., 1 Threadneedle Street, London, E.C.2.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949, the under-mentioned Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	June 3, 1964	
899,470	United States Steel Corporation.	Alloy for use at elevated temperatures.
933,873	United States Steel Corporation.	Grain oriented electrical steel.
939,602	United States Steel Corporation.	Operating a shaft furnace and apparatus for same.
	June 4, 1964	
822,760	Orphahell N.V.	Nitro-furan compound.
856,197	Altalanos Geptervezo Iroda	Assembling equipment on heating exchangers.
889,209	Regie Nationale des Usines Renault	Heating and atomizing devices for conditioning an atmosphere.
914,787	Regie Nationale des Usines Renault	Rubber-to-metal bonding.
919,109	Regie Nationale des Usines Renault	Cobalt complex of a mercaptobenzothiazole.
	June 8, 1964	
819,039	Gevaert Photo Production N.V.	Photographic emulsions.
861,984	Gevaert Photo Production N.V. Patent of Addition to 819,039.	Photographic emulsions.
861,985	Gevaert Photo Production N.V. Patent of Addition to 819,039.	Photographic emulsions.
	June 9, 1964	
873,125	Gevaert Photo Production N.V.	Benzoylacetamide colour couplers.
908,092	S. A. Glaverbel	Sheet glass cutting apparatus.
912,008	S. A. Glaverbel	Automatically cutting and discharging continuous glass ribbon.
	June 15, 1964	
950,488	Belle Jardiniere Patent of Addition to 872,121.	Measuring corsets.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement of Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT
Comptroller-General

Patent Office

New Books

United Nations Statistical Yearbook 1963. United Nations Statistical Office (714 pages. From HM Stationery Office and Government bookshops: cloth-bound 84s. 6d., by post 87s. 3d.; paperbound 67s. 6d., by post 70s. 3d.) One of the few reference books of which it may be said with confidence that every library which attempts to provide a general or commercial information service on overseas countries should possess a copy. This latest edition ranges as usual over the fields of population, production, agriculture, transport and communications, trade and payments, income and finance, social services and education; and covers all countries in which statistics on any of these fields are officially available. It also includes new tables on 'Index Numbers of Industrial Production, World and Regions', 'Percentage Distribution of Numbers Engaged in Industry', 'Index Numbers of Industrial Employment' and the production of refined copper. There is a new 'World Summary' from which can be obtained at a glance such data as the total amount of sugar produced in 1962 (the latest year covered by the volume), and the total tonnage of the world's merchant shipping fleet. The volume has English and French subject indexes.

Marketing Management, by Martin Zober (483 pages. John Wiley. 60s.) A new textbook which provides a comprehensive survey of the whole field of the management of marketing operations. The author is a professor in the Department of Industrial Administration at Iowa State University, and the book is designed for American university students. But it concentrates on theory and the body of knowledge supporting it, rather than on practical hints and tips; and this should make it suitable for use in this country. After an introductory chapter in which the scope of marketing management is defined, the author deals in turn with the problem areas of marketing – the development of the product, the channels of distribution, pricing, advertising, and sales management. The chapters which follow deal with specific techniques and conceptual approaches to the solving of market problems, including distribution cost analysis, operational research and electronic data processing, forecasting techniques, and such topics from the behavioural sciences as motivation research, scaling and social stratification. Concluding chapters deal with marketing theory and organization. References are given to further (mostly American) sources, and the book is adequately indexed.

Which Shall I Buy? 'Some Aids to Wise Spending,' compiled by the Wimbledon Public Libraries Reference Department. 4th edition. (60 pages. Special Subject List No. 43. Library Association, London. 10s.) An alphabetical index to reports and reviews on consumer goods and services appearing in over 20 periodicals and newspapers. This edition covers works published up to December 1963. It indexes under the name of each product or service references to the periodicals in which reports and reviews appear. These references distinguish between those which give the results of comparative tests of named products, those which list the available makes and those which only give general advice. Where appropriate, books on specific subjects are cited alongside the periodicals' references in the index, and there is also a separate list of general works on consumer protection. Not all the titles quoted are still in print. Naturally, the greater number of entries are from specialized periodicals such as *Which* and *Shopper's Guide* but other less familiar sources are also cited, such as *Home Economics* and weekly reports on food in national newspapers. Although most reports and reviews are listed or indexed elsewhere (usually in the periodicals in which they occur), this is the only combined index published.

Shipping World Year Book and Who's Who, 1964 (678 pages. Benn Brothers, 70s.) The 1964 edition of this well-established directory appears in a new format and enlarged size, and includes much additional information. The 'Shipowners' section particularly has been considerably expanded and now includes details of all ships in every fleet listed. The details include passenger capacity and refrigeration capacity, tonnages, speed, engine type and builders. This section includes considerable information on personnel, and on associated companies. The book also gives details of 'Shiprepairers' and 'Shipbuilders', each arranged country-wise. Among the general features of the book are a section of statistical tables, a compendium of useful reference information, and a directory of towage and salvage contractors. The book concludes with an index to all ships mentioned.

Recommendations on International Travel and Tourism. United Nations Conference on International Travel and Tourism (39 pages. 5s. 6d., by post 5s. 10d., from HM Stationery Office and Government bookshops). Eighty-seven countries (including Great Britain) and twenty-six international organizations took part in the conference at which these recommendations were made, and the questions with which they were concerned were mainly those of liberalizing Government formalities for international travellers and of the development of tourism throughout the world. The text of this document accordingly first lays down principles for the abolition or easing of passport, visa and other controls on the arrival and departure of travellers; and for more appropriate applications of customs, currency and health regulations in respect of tourists and visitors. The second half of the recommendations deal with the recognition and organization of tourist-attracting activities and institutions by Governments, including such matters as the staggering of holidays, the role of travel agencies and the provision of hotels and other facilities. A short opening section formulates definitions for statistical purposes of the terms 'visitor' and 'tourist'.

Numerically Controlled Machine Tools. Report of the Joint Study Convention by the British Electrical and Allied Manufacturers' Association and the Machine Tool Trades Association (16 pages. Free from BEAMA, 36 Kingsway, London, W.C.2). The purpose of the convention was to study the reasons for the slow rate of acceptance of numerically controlled machine tools by British industry. This report discusses the problems involved, and includes sections on the difficulties of programming, fitting the equipment to the tools, and maintenance.

The OECD, History, Aims, Structure. Organization for Economic Co-operation and Development (55 pages. Free, from OECD publications, 2 rue André-Pascal, Paris 16e). OECD was formed in September 1961. This booklet gives a brief summary of relevant events both prior to and since that date. It states briefly the main tasks confronting the Organization at the present time and shows how these are being dealt with by the many committees which serve the Council of OECD. The OECD convention is reprinted as an appendix.

Other Publications

THE 'COMMERCIAL MOTOR' TABLES OF OPERATING COSTS FOR COMMERCIAL VEHICLES, 1964. 64 pages. Temple Press Books. 4s.

FARM IMPLEMENT BUYER'S GUIDE, 1964. 236 pages. Farm Implement and Machinery Review, 28 Essex Street, London, W.C.2. 10s., by post 11s.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,957	—	16,034	15,212	15,212	9,095	3,486	922	688	591	1,285				
1959	103	105	106	105	104	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	127	129	114	+502	+520	+48	+37
1961	112	114	122	115	111	100	129	130	135	137	121	+297	+230	+36	+ 4
1962	112	115	126	122	112	101	127	119	130	140	124	+113	+ 33	+22	+40
1963	116	119	134	128	117	103	129	107	131	144	132	+135	+ 89	+15	+27
1962															
3rd quarter	112	116	127	122	113	101	128	116	134	146	123	+ 57	+ 15	+23	+10
4th quarter	113	115	130	124	114	101	125	111	127	137	124	+ 10	— 9	+ 9	+25
1963															
1st quarter	112	113	129	124	113	101	115	104	126	101	118	— 20	+ 56	—16	— 3
2nd quarter	116	118	131	127	116	102	129	109	128	149	129	+ 42	— 9	+22	— 3
3rd quarter	116	120	136	130	119	105	134	106	130	159	138	— 34	— 33	—19	— 8
4th quarter	122	124	138	131	119	105	139	109	140	166	144	+147	+ 75	+28	+41
1964															
1st quarter		126*		133	120	106	144*	115	143	170	150	+96*	+ 94	— 4	+ 3
1963															
November	..	124	..	..	..	104	..	..	..	..	..	..	..	..	..
December	..	125	..	..	..	106	..	..	..	..	..	..	..	..	..
1964															
January	..	126	..	..	..	107	..	..	..	..	..	..	..	..	..
February	..	126	..	..	..	105	..	..	..	..	..	..	..	..	..
March	..	126*	..	..	..	105	..	..	..	..	..	..	..	..	..
April	..	126*	..	..	..	106	..	..	..	..	..	..	..	..	..
May			..	..	..	104	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR					IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices														
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+140
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 10
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+102
1963	135	118*	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+121
1962																
3rd quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 18
4th quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 40
1963																
1st quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 71
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 30
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 14
4th quarter	135	118*	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	135	132	+ 6
1964																
1st quarter	140*	121*	123·2	+1·5	108·0*	123·9*	145·8	445	— 5	+42	182	+25	— 5	145	134	— 62
2nd quarter								355	— 90	—58	230	+48	+33			
1963																
November	133	120*	122·2	+2·2	106·5	122·5	143·1	456	+ 8	+19	157	— 3	—16	135	129	..
December	135	118*	122·4	+1·8	106·8	122·9	145·1	447	— 9	— 1	155	— 2	—11	142	137	..
1964																
January	136*	119*	123·0	+1·9	107·5	123·7	145·4	471	+ 24	+41	166	+11	— 1	146	123	..
February	137*	121*	123·1	+1·2	108·2	123·9	145·7	451	— 20	+ 2	178	+12	+ 6	144	139	..
March	140*	121*	123·6	+1·5	108·5*	124·1*	146·2	413	— 38	—19	202	+24	+10	145	141	..
April	146*	123*	124·7	+2·0	108·2*	124·3*	146·7	394	— 19	—20	212	+10	+14	146	127	..
May			125·7	+2·9	107·7*	124·4*	147·0	357	— 37	—23	227	+15	+ 9	144	140	
June								315	— 42	—33	251	+24	+13			

† NOT seasonally adjusted. * Provisional.

Everyone knows airfreight is faster.

KLM can prove it's cheaper!

By airfreighting his product an importer or exporter saves money on nearly every phase of his distribution system. In hundreds of cases these savings have more than offset the higher initial cost of air freight. Here is a typical example:—

A large electronics manufacturer exporting to South America called in KLM airfreight economists to analyse his transportation costs. They assessed the company's surface transportation costs as 12.3% on net invoice value. By switching to air freight total transport costs were reduced to 10.5%. Dramatic savings were made in packing, insurance charges and customs duties and Consular tax was eliminated. *The higher initial airfreight charges were more than offset.* Transport costs were reduced and delivery dates were brought forward by a month. This is just one case—KLM can quote hundreds. Not all cases yield such positive results—but many do. It costs nothing to find out. The first step is to try KLM's 'Test of Time'.

Prove it yourself with KLM's exclusive 'Test of Time' technique

The 'Test of Time' method is clearly set out in a booklet available from KLM. A comparative cost analysis enables you to evaluate the advantages (or otherwise) of air freight to your organisation.

By analysing time savings, capital investments on goods in store or in transit, packing, insurance, road-haulage and other distribution overheads, KLM have enabled hundreds of companies throughout the world to take advantage of air freight.

If the 'Test of Time' is positive, call in KLM for a complete analysis. Specially trained KLM personnel are available to assist shippers to investigate all aspects of distribution. They will evaluate each individual case and present an unbiased appraisal of the advantage or otherwise of incorporating air freight into the everyday production and delivery scheme.

The assistance of KLM staff does not involve shippers in any cost or obligation. They will send a representative or team where necessary and extract and analyse all the data required to present a balanced judgment based upon facts.

Air freight is only as good as its ground handling

Jet speeds in the air are all very well. But the real test of an airfreight operation rests very firmly on the ground. About 80% of the time required to shift a cargo from A to B is consumed in ground handling time.

KLM's time-and-motion men found the answer in palletization. By pre-loading cargo on to pallets and then fork-lifting it into aircraft equipped with built-in loading tracks and ball-bearing rollers, what once took hours is now achieved in minutes.

KLM carry more freight world-wide than any other European airline

KLM—first with the DC-8F jet freighter

KLM were the first European carrier to order DC-8F jet freighter and will be the first to own and operate it. This aircraft is the very last word in freighters. High, wide cargo doors located well forward of the wings allow fork-lifts and other loading equipment to be easily manoeuvred. 36 tons of palletized freight can be loaded in minutes.

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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for May

Unit value index numbers of imports and exports (Table 1)

IN MAY THE UNIT value index numbers of imports and exports each increased by about one half per cent compared with April. These increases were sufficient to raise the rounded indices to 107 and 106 respectively (1961=100). The terms of trade remained unchanged at 99.

The increase of almost one half per cent in the overall import unit value index was due mainly to an increase of nearly one per cent in the index for the food, beverages and tobacco class of goods caused by rises in the average values of imported meat, tea and tomatoes. A small increase in the manufactured goods index was sufficient to record a rise of one point in the rounded index. The fuels index fell by one per cent while the basic materials index was unchanged.

Most of the increase in the overall export unit value index and in the manufactured goods index was due to rises of one half per cent in the machinery and transport equipment index and of one half per cent in the metals index. The textile and chemical index numbers also increased though the rounded index for chemicals is recorded as unchanged compared with April. The non-manufactured goods index also rose by rather more than one half per cent.

Volume of imports and exports (Table 2)

After the strong growth in 1963 and early 1964 there has been a marked change in the trend of imports. In the last three months their volume was the same as in the previous three months though with higher prices their value was 1 per cent more. The volume of imports of food, drink and tobacco was 6 per cent less than the peak at the turn of the year. There was a reduction of 6 per cent in imports of basic materials, but imports of semi-manufactures were higher and imports of industrial materials, as a whole, were 1 per cent more. In March-May the volume of imports of manufactures was 7 per cent more than in the previous three months with similar increases in imports of semi and finished manufactures.

Exports have continued to expand. In the last three months their volume was 1 per cent more than in the previous three months. Exports of manufactures were 2 per cent more with substantial increases in exports of chemicals, textiles and metals but exports of machinery and transport equipment were less. The volume of exports of non-manufactures continued to decline though with rising prices the fall in the value had almost stopped. In the last three months the volume was 3 per cent less than in the previous three months. There was a large reduction, 18 per cent, in exports of fuels and a small fall in the volume of exports of basic materials. Exports of food, beverages and tobacco rose 4 per cent.

Note:

This series of index numbers based on 1961=100 was introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September issue of *Economic Trends*.

(Tables on next page)

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, July 3, 1964.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Mining Review No. 11 – 17th Year	Data Film Distributors Ltd.	The National Coal Board	Br/E 29591	11	June 29
Movietone News 1829A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29035	7	June 29
Look at Life Series 22:					
Power Needs No Passport	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 29595	10	June 30
Under one Umbrella	" "	" "	Br/E 29596	9	June 30
Sky (Mouvement du Ciel)	Bargate Films Ltd.	The National Film Board of Canada	Br/E 29599	9	July 2
Snow	British Lion Films Ltd.	British Railways Board Films Service	Br/E 29600	8	July 2
Carry on Spying	Warner-Pathe Distributors Ltd.	Adder Productions Ltd.	Br/E 29602	87	July 3
Pathe News 64-53	" "	Associated British-Pathe Ltd.	Br/E 29528	7	July 3
Pathe News 64-54	" "	" "	Br/E 29529	8	July 3
Movietone News 1830	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29417	7	July 3
Movietone News 1830A	" "	" "	Br/E 29418	7	July 3
		FOREIGN			
The Man With the X-ray Eyes	Warner-Pathe Distributors Ltd.	American International Pictures Inc.	F 29592	79	June 29
The Misadventures of Merlin Jones	Walt Disney Productions Ltd.	Walt Disney Productions	F 29593	91	June 29
Marnie	Rank Film Distributors Ltd.	Universal International Films Inc.	F 29594	130	June 30
Separate Beds	Metro-Goldwyn-Mayer Pictures Ltd.	Filmways Inc.	F 29597	105	July 1
Pent-House Mouse	" "	Metro-Goldwyn-Mayer Inc.	F 29598	7	July 1
Smog	Gala Film Distributors Ltd.	Titanus, Rome, and Metro-Goldwyn-Mayer, Paris	F 29601	88	July 2

CORRECTIONS TO THE REGISTER:
The registration particulars of the following films have been corrected as shown below:
'Warriors Five' (F 28067) registered on December 24, 1962, has been corrected to show the makers as: Italian International Film, Rome, and Societe Nouvelle De Cinematografie Parigi, Paris.
'Samson and the 7 Miracles of the World' (F 28611) registered on June 7, 1963, has been corrected to show the makers as: Panda Societa Per L'Industria Cinematografica S.p.A., Rome, and Gallus Film, Paris.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*
Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.
Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

United Kingdom import and export unit value index numbers (1)

TABLE 1. (1961 = 100)

	Imports					Exports								(2) Terms of Trade
								Manufactured Goods [5 to 8]						
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5 to 8]	Total	Non-Manufactures [0 to 4]	Total	Chemicals [5]	Textiles (3)	Metals (4)	Machinery and Transport Eqpt. [7]	Other	
Weights . . .	1,000	338	230	110	318	1,000	129	838	89	67	126	442	114	
1954 . . .	104	108	104	110	98	91	105	89	114	95	90	83	87	87
1955 . . .	108	109	108	112	106	92	106	90	114	95	93	85	89	86
1956 . . .	110	109	111	119	107	95	112	93	113	94	99	88	92	87
1957 . . .	111	109	115	138	100	100	122	96	114	96	102	92	94	89
1958 . . .	103	104	100	120	96	99	108	97	109	96	103	95	94	96
1959 . . .	102	105	98	111	98	98	103	97	108	92	99	97	95	96
1960 . . .	102	104	101	104	101	100	102	99	104	96	101	99	97	97
1961 . . .	100	100	100	100	100	100	100	100	100	100	100	100	100	100
1962 . . .	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963 . . .	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1962 1st quarter .	100	101	98	100	99	101	101	102	98	100	102	102	101	102
2nd quarter .	100	102	97	99	99	101	100	101	96	101	103	102	100	101
3rd quarter .	100	102	95	99	101	101	99	102	96	101	102	103	101	102
4th quarter .	100	105	94	98	101	102	99	102	97	100	102	104	102	101
1963 1st quarter .	102	107	95	98	101	103	100	103	98	102	102	104	104	101
2nd quarter .	103	110	98	99	101	103	101	103	99	102	102	105	104	100
3rd quarter .	103	111	97	98	101	104	104	104	100	103	102	106	104	101
4th quarter .	105	117	99	96	102	105	105	105	102	103	103	106	105	100
1964 1st quarter .	107	118	102	96	103	105	107	105	101	105	104	106	105	98
1962 April . .	100	102	98	99	99	101	100	101	96	101	103	102	99	101
May . .	99	101	97	99	99	101	100	101	96	100	104	102	100	102
June . .	100	103	96	98	99	101	100	101	95	101	101	102	100	101
July . .	100	102	96	99	101	101	99	101	96	101	102	103	100	101
August . .	99	101	95	99	101	101	99	102	96	101	102	103	100	102
September .	100	103	94	98	101	102	98	102	97	102	102	103	102	102
October .	101	106	94	98	101	102	99	102	98	100	102	104	103	101
November .	100	105	94	97	101	101	98	102	98	99	101	104	101	101
December .	100	105	95	99	101	102	99	103	96	100	102	105	104	102
1963 January .	101	106	94	98	101	102	100	103	97	100	103	104	103	101
February .	102	107	96	98	101	103	100	103	99	102	102	104	105	101
March . .	102	108	96	98	102	103	101	103	99	102	102	104	104	101
April . .	102	107	97	98	101	103	100	103	100	102	102	105	103	101
May . .	103	109	98	99	101	103	101	103	99	102	102	105	103	100
June . .	104	113	97	99	101	104	102	104	99	102	102	106	104	99
July . .	103	111	97	99	101	104	103	104	99	103	102	106	104	101
August . .	103	110	97	98	101	104	105	105	100	102	102	106	104	102
September .	103	112	97	97	101	104	104	105	101	103	102	106	105	101
October .	105	116	97	96	101	105	104	105	101	103	102	106	105	100
November .	106	118	99	96	102	105	105	105	101	103	103	106	106	99
December .	106	116	100	95	102	105	106	105	102	104	103	106	105	100
1964 January .	107	118	101	95	102	105	107	105	101	104	104	106	105	99
February .	107	118	102	97	103	105	107	105	101	105	104	106	105	98
March . .	107	117	102	97	104	105	108	105	101	106	104	106	105	98
April . .	106	115	103	97	103	105	108	105	101	106	104	106	105	99
May . .	107	116	103	96	104	106	109	106	101	107	105	107	106	99

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export Unit Value Index as a percentage of the Import Unit Value Index.
(3) Export List Division 65.
(4) Export List Divisions 67, 68 and 69.

Total assets exceed Rls.3,852,9046,00

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United Kingdom import and export volume index numbers (1)

TABLE 2

(1961 = 100)

	Imports					Exports							
								Manufactured Goods [5-8]					
	Total	Food, Beverages and Tobacco [0 and 1]	Basic Materials [2 and 4]	Fuels [3]	Manufactured Goods [5-8]	Total	Non-Manufactures [0-4]	Total	Chemicals [5]	Textiles (2)	Metals (3)	Machinery and Transport Eqpt. [7]	Other
1954	73	82	96	63	50	82	83	79	57	141	75	75	82
1955	82	88	102	75	63	87	85	86	65	135	86	82	90
1956	81	90	99	71	63	92	89	91	69	129	97	89	90
1957	84	93	103	70	66	93	88	93	74	128	100	91	91
1958	84	98	92	76	67	90	88	90	71	109	93	90	89
1959	90	98	98	88	77	93	90	93	81	109	99	92	91
1960	102	100	107	96	103	98	92	98	93	109	98	97	96
1961	100	100	100	100	100	100	100	100	100	100	100	100	100
1962	103	104	96	112	104	102	110	101	107	99	100	100	103
1963	107	102	101	120	113	108	120	106	113	101	100	107	110
Unadjusted													
1962 1st quarter	103	107	94	110	102	100	106	100	105	101	99	100	95
2nd quarter	103	107	94	110	104	106	107	107	111	102	103	108	107
3rd quarter	102	100	96	121	102	98	109	96	105	93	96	93	102
4th quarter	104	101	101	116	107	105	119	102	110	102	102	99	107
1963 1st quarter	103	99	97	125	106	107	115	106	109	100	98	111	100
2nd quarter	106	102	94	126	112	110	123	109	116	102	101	111	109
3rd quarter	107	101	105	120	110	102	117	101	111	99	94	98	111
4th quarter	113	106	110	117	121	113	127	110	117	105	105	109	118
1964 1st quarter	119	106	107	126	139	113	115	113	125	106	102	115	115
1963 May	114	108	100	138	121	117	128	117	128	108	113	118	113
June	101	98	95	110	106	107	121	105	113	101	94	106	108
July	113	109	106	122	121	108	115	107	115	104	100	106	117
August	105	97	109	118	105	103	124	101	114	103	93	97	115
September	103	97	101	119	105	96	112	93	103	91	90	91	102
October	117	112	109	113	130	112	128	110	116	105	105	109	117
November	111	105	105	116	119	111	126	109	119	108	109	105	120
December	111	100	117	122	113	115	126	110	117	104	99	111	117
1964 January	131	120	128	134	145	104	111	104	113	100	99	106	99
February	111	100	98	120	129	112	118	112	124	101	99	114	117
March	114	97	95	123	144	123	116	124	138	115	110	125	130
April	125	102	113	140	152	108	109	108	120	105	105	106	111
May	116	101	103	133	134	125	125	126	141	120	116	125	131
Seasonally adjusted													
1962 1st quarter	*100*	*103*	*94*	*106*	*99*	*99*	*106*	*99*	*103*	*99*	*99*	*98*	*98*
2nd quarter	*103*	*107*	*94*	*107*	*103*	*103*	*108*	*103*	*108*	*102*	*101*	*101*	*107*
3rd quarter	*106*	*106*	*97*	*120*	*107*	*103*	*115*	*102*	*108*	*97*	*103*	*100*	*103*
4th quarter	*103*	*98*	*100*	*117*	*107*	*102*	*112*	*101*	*109*	*99*	*99*	*100*	*103*
1963 1st quarter	*102*	*96*	*96*	*121*	*104*	*106*	*114*	*105*	*107*	*97*	*98*	*108*	*103*
2nd quarter	*106*	*103*	*94*	*123*	*110*	*107*	*125*	*104*	*113*	*102*	*99*	*103*	*109*
3rd quarter	*109*	*106*	*105*	*117*	*114*	*108*	*122*	*107*	*115*	*103*	*101*	*105*	*113*
4th quarter	*111*	*102*	*109*	*119*	*121*	*110*	*119*	*109*	*117*	*103*	*101*	*110*	*114*
1964 1st quarter	*118*	*104*	*108*	*125*	*137*	*112*	*115*	*111*	*123*	*103*	*102*	*111*	*119*
1963 May	*106*	*102*	*93*	*125*	*112*	*110*	*124*	*107*	*117*	*103*	*104*	*107*	*108*
June	*106*	*106*	*97*	*114*	*110*	*109*	*130*	*105*	*116*	*107*	*98*	*103*	*113*
July	*111*	*109*	*101*	*116*	*117*	*106*	*121*	*104*	*115*	*101*	*99*	*102*	*111*
August	*106*	*103*	*102*	*111*	*111*	*110*	*128*	*108*	*120*	*105*	*102*	*105*	*116*
September	*112*	*104*	*111*	*125*	*115*	*109*	*118*	*108*	*111*	*103*	*102*	*109*	*111*
October	*107*	*99*	*102*	*106*	*119*	*108*	*117*	*107*	*114*	*101*	*98*	*109*	*109*
November	*111*	*104*	*106*	*118*	*119*	*108*	*115*	*108*	*119*	*103*	*105*	*105*	*114*
December	*116*	*103*	*119*	*133*	*125*	*115*	*126*	*114*	*118*	*104*	*101*	*117*	*118*
1964 January	*119*	*110*	*112*	*122*	*133*	*104*	*111*	*102*	*112*	*100*	*99*	*101*	*105*
February	*117*	*103*	*108*	*127*	*134*	*116*	*121*	*115*	*127*	*101*	*102*	*117*	*124*
March	*117*	*97*	*104*	*125*	*144*	*117*	*114*	*117*	*129*	*108*	*105*	*116*	*127*
April	*119*	*98*	*111*	*131*	*143*	*106*	*111*	*105*	*119*	*106*	*103*	*100*	*113*
May	*116*	*102*	*105*	*130*	*134*	*116*	*120*	*115*	*128*	*114*	*105*	*112*	*124*

(1) The figures in square brackets relate to Section code numbers in the Standard International Trade Classification Revised.
(2) Export List Division 65.
(3) Export List Divisions 67, 68 and 69.

UK balance of payments in the first quarter of 1964

DURING 1963 the United Kingdom's surplus on current account was declining, and in the first quarter of 1964, with continued rapid expansion in the economy and a high level of stockbuilding, the current account moved into deficit. Imports rose very sharply and the deficit on visible trade, seasonally adjusted, increased to £107 million, compared with £33 million in the fourth quarter of 1963. As net invisible earnings were at much the same rate as in 1963, the current account balance moved from the small surplus of the fourth quarter of 1963 to a deficit of £62 million seasonally adjusted (£67 million unadjusted) in the first quarter of 1964.

The balance of long-term capital showed a net outflow of £91 million, considerably higher than the quarterly average for 1963. The increase was due mainly to a decline in overseas investment in the United Kingdom other than direct investment; flows of investment of this kind fluctuate considerably from quarter to quarter.

The identified balance on current and long-term capital accounts together was a deficit of £158 million in the first quarter.

The balance of monetary movements – which measures the net total of changes in reserves, external liabilities and claims in sterling and other currencies and other capital movements of a short-term nature – was adverse in the first quarter to the extent of £69 million. There was little change in the reserves, but net liabilities in sterling and foreign currencies rose substantially.

There was a positive balancing item amounting to £89 million in the first quarter. Although a swing from a negative to a positive balancing item between the fourth and first quarters is normal, the positive value in January-March was greater than might have been expected, and, indeed, was the highest for any recent year except 1960. This means that timing and other differences between recorded transactions on the one hand, and actual receipts and payments on the other hand, were larger than usual this year. It is difficult to say, however, to what extent the size of the balancing item implies that the present estimates may overstate the deficit on current and long-term capital account.

More detailed information, including charts and tables, is given in an article by the Central Statistical Office in the June issue of *Economic Trends*, published on June 30 by H.M. Stationery Office, price 6s.

Gold and currency reserves in June

HM TREASURY announced on July 2 that the gold and convertible currency reserves fell by £20 million to stand at £966 million on June 30, 1964. During the month loan service payments on the ECA and MSA loans, amounting to £3 million, were made to the United States.

Annual report on bankruptcy and deeds of arrangement

THE ANNUAL REPORT on Bankruptcy for 1963* shows that in 1963 there were administered in England and Wales 3,968 receiving orders and administration orders, a decrease of 177 compared with 1962.

The principal groups of trades and occupations affected were builders, grocery and provision retailers, farmers, road haulage contractors, hardware and electrical retailers, directors and promoters of companies, painters and decorators, clothing and drapery retailers, restaurant and snack bar proprietors, hotel keepers and publicans, motor vehicle and cycle retailers, and vegetable and fruit retailers. These twelve groups accounted for 1,785 failures.

The number of estates in which official and non-official trustees were released in 1963 totalled 2,398 as compared with 1,993 in 1962 and 1,934 in 1961. Details are given in the Report of the final financial results of their administration.

The Report also contains details of the result of 668 debtors' applications for discharge dealt with during the year (574 in 1962); of the 135 prosecutions concluded in respect of bankruptcy and other offences reported by the Official Receivers (143 in 1962); of the 235 deeds of arrangement registered in 1963 (315 in 1962) and of the 261 deeds of arrangement in respect of which final accounts were rendered (207 in 1962).

*Bankruptcy General Annual Report for the Year 1963 published by HM Stationery Office. Price 3s. 6d., by post 4s.

New companies registered in May

BELOW are details of new companies registered in Great Britain during May 1964 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Public companies	Private companies	Total
Under £1,000		2,607	2,607
£1,000 and under £10,000		1,152	1,152
£10,000 and under £50,000		206	206
£50,000 and under £100,000		16	16
£100,000 and under £1,000,000	1	11	12
£1,000,000 and above	1	—	1
Total number	2	3,992	3,994
Total amount of nominal capital	'000's £1,250	'000's £8,655	'000's £9,905

Companies registered in Great Britain in 1963-1964

	1963		1964	
	Number	Nominal capital £'000's	Number	Nominal capital £'000's
January	3,178	8,336	4,035	9,654
February	3,250	6,766	3,663	29,949
March	3,927	10,470	5,006	16,654
April	3,698	8,253	4,636	10,757
May	3,642	8,459	3,994	9,905
June	2,995	7,182		
July	3,722	9,133		
August	3,089	8,481		
September	3,159	7,313		
October	3,866	10,098		
November	3,516	7,501		
December	3,641	13,466		
Total	41,683	105,458		

General annual report on companies for 1963

THE Companies General Annual Report for 1963* shows that the registrations of new companies in Great Britain at 42,173 was the highest in any year since records were started more than a hundred years ago. The number in 1962 was 34,852. Nearly all the registrations were of private companies.

The total number of companies on the registers now exceeds 476,000 of which 460,000 are private companies.

During the year 8,895 companies were dissolved or struck off the registers, and winding-up proceedings were begun in 5,505 cases, of which 742 were compulsory liquidations.

The Report gives information about some of the responsibilities of the Board of Trade under the Companies Acts. Thus, the Board rejected over 34,600 suggested names for companies, mostly on the ground of their being too like existing names. Again, the Board received more than 8,400 applications for approval of a change of name. There is also information about the appointment of inspectors during the course of 1963. There is a section on Board of Trade prosecutions under the Act which shows 751 prosecutions for failure to file annual returns. Also included in the Report is a list of companies which have satisfied the Board of Trade that they should be treated for the purpose of the Eighth Schedule to the Act as banking or discount companies. The Companies Registration Offices received 1,082,100 documents for filing and there were 762,900 public inspections of company files, more than double the number inspected in 1953.

*Companies General Annual Report by the Board of Trade for the year ended December 31, 1963, published by HM Stationery Office. Price 2s. 6d., by post 2s. 10d.

Latest statistics for private pension funds

OVER 270 self-administered private pension funds – that is, funds of industrial and commercial companies and non-profit-making bodies which do not operate through insurance companies – are now co-operating in the Board of Trade statistical inquiries into their transactions in assets each quarter. These funds are estimated to hold about three quarters of the total assets of all self-administered pension funds.

The statistics hitherto published have not included any allowance for the private pension funds which do not contribute to the inquiries, nor have they been strictly comparable between periods, because the funds which respond to each inquiry are not always the same ones; in 1963, the number of respondents varied from 249 in the first quarter of the year to 266 in the third quarter. This article, however, gives estimates which include all private sector funds other than the funds of co-operative societies (see Table 6) by making allowances for private funds which are not included in the sample or have not responded to the inquiries. These allowances have been made by assuming that the investment pattern of funds not contributing to the inquiries follows that of funds of similar size which do contribute. In future statistics of transactions in assets will be grossed up in this way each quarter.

Estimates of transactions in 1961 and 1962

The earliest statistics collected in these inquiries relate to the value of funds' holdings of assets at the end of 1962. A number of very large funds – between them holding some 40 per cent of all assets of private sector funds – have however been able to provide the Board of Trade with information about the increase in the value of their funds in 1961 and 1962. The estimates in Table 1 of the increase in assets of all private sector funds (excluding co-operative societies' funds), based on the information supplied by these funds, are probably subject to fairly wide margins of error: apart from the fact that the very large funds may have followed a rather different pattern of investment than did other funds (which were not included in this special inquiry), contributors to the inquiry mentioned a number of factors which inflated the 1961 figure in relation to that for 1962. In one case, where the increase was calculated from the change in book values during the year, an asset was realized in 1961 at considerably more than book values, without a similar transaction in 1962. Withdrawals (on change of employment or liquidation of a subsidiary company) and retirements (with accompanying lump sum payments) were larger in 1961 than in 1962 for some funds; while actuarial valuations and the completion of funding operations to provide pensions for service prior to the inauguration of the fund were mentioned as reasons for lower income to funds in 1962 than in 1961.

Table 1. Estimates of increases in assets of private pension funds (1)

£ million

Assets	1961	1962
British government securities	25	22
Ordinary shares	106	94
Fixed interest securities	49	50
Other assets	18	30
Total	198	197

(1) Excluding funds of co-operative societies.

Transactions in assets in 1963

Table 2 gives estimates of total investment by private pension funds. The figures exclude funds of co-operative societies, but include estimates for other funds which are not included in the quarterly inquiries. These estimates are arrived at by assuming that, among funds in each of three size groups (those with assets of £1 million or more, those with assets of £0·5 million but less than £1 million, and funds with assets of less than £0·5 million) the investment pattern of funds which contributed to the inquiry is typical of the investment pattern of the group as a whole.

Table 2 shows that out of total net investment (excluding co-operative societies funds) of £214 million in 1963, 90 per cent was invested in company securities, especially ordinary shares. There was a net disinvestment of £17 million in Government securities during the year, but this was roughly offset by net purchases of local authority securities. An analysis in Table 3 of the 239 funds

Table 2 – Net investment in assets by private pension funds (1)

£ million

Assets	1963					1964
	1st quarter	2nd quarter	3rd quarter	4th quarter	Year 1963	1st quarter
Public sector securities:						
British government and government guaranteed securities	— 2·1	— 4·1	— 0·7	—10·3	— 17·3	—14·5
United Kingdom local authority securities:						
Quoted	+ 0·6	+ 2·9	+ 7·2	+ 3·7	+ 14·5	+ 2·7
Unquoted	+ 0·9	— 0·2	+ 0·4	+ 0·2	+ 1·3	+ 0·6
Total of public sector securities	— 0·6	— 1·4	+ 6·9	— 6·3	— 1·5	—11·2
Other assets:						
Company securities:						
Ordinary shares	+28·6	+32·7	+32·9	+40·1	+134·2	+35·4
Preference shares	+ 0·7	+ 0·7	— 0·5	+ 0·6	+ 1·5	+ 0·6
Debentures, etc.	+14·0	+10·4	+11·6	+21·3	+ 57·4	+14·7
Mortgages and loans	+ 1·2	+ 0·4	+ 0·2	+ 1·5	+ 3·3	+ 1·9
Overseas government, etc., securities	— 0·5	— 0·2	— 0·7	+ 1·7	+ 0·3	— 0·6
Other investments	+ 5·0	+ 3·3	+ 4·8	+ 4·6	+ 17·7	+ 2·1
Total of other assets	+49·0	+47·3	+48·3	+69·8	+214·4	+54·1
Total transactions	+48·4	+45·9	+55·2	+63·5	+212·9	+42·8
Cash and balances with United Kingdom banks, net	— 9·9	+ 8·4	— 2·6	+ 6·3	+ 2·2	} +12·2
Other short-term assets, net	+10·4	— 4·1	— 2·1	— 4·9	— 0·7	
Total net cash and other short-term assets	+ 0·5	+ 4·3	— 4·7	+ 1·4	+ 1·5	+12·2
Total net investment	+48·9	+50·1	+50·5	+64·9	+214·5	+55·0

(1) Excluding funds of co-operative societies which are estimated to have increased by £9 million in 1963 – see table 6. The figures include estimates for other private pension funds not contributing to the quarterly inquiries.

Table 3 – Net investment in 1963 by size of pension fund (1)

£ million

Assets	Net investment by funds with total assets of			Total net investment	Percentage of total net investment
	Under £1 million	Between £1-25 million	Over £25 million		
Number of funds	80	138	21	239	
Public sector securities:					
British government and government guaranteed securities:					
Period to maturity:					
Up to 5 years	—0·2	— 1·0	— 1·2	— 2·4	—1·4
Over 5 and up to 10 years	—0·4	— 4·3	— 5·8	— 10·5	—6·3
Over 10 and up to 15 years	+0·2	+ 3·6	+ 0·4	+ 4·1	2·5
Over 15 years	+0·2	— 1·5	— 6·3	— 7·6	—4·6
Undated	+0·4	—	— 0·7	— 0·4	—0·2
Local authorities, etc., securities:					
Period to maturity:					
Up to 10 years	+0·1	— 0·9	— 0·6	— 1·4	—0·8
Over 10 and up to 15 years	+0·2	+ 0·4	+ 2·3	+ 2·9	1·7
Over 15 years and undated	+0·3	+ 3·8	+ 7·1	+ 11·3	6·8
Total of public sector securities	+0·7	+ 0·1	— 4·8	— 4·0	—2·4
Other assets:					
Company securities:					
Ordinary shares	+4·9	+33·7	+ 60·4	+ 99·0	59·5
Preference shares	+0·2	+ 0·5	+ 0·4	+ 1·1	0·7
Debentures, etc.	+1·5	+19·2	+ 25·8	+ 46·6	28·0
Mortgages and loans	+0·3	+ 1·8	—	+ 2·1	1·3
Overseas government, etc., securities	—	— 0·9	+ 0·7	— 0·3	—0·2
Other investments	+0·3	+ 5·3	+ 14·4	+ 20·0	12·0
Total of other assets	+7·3	+59·6	+101·5	+168·4	101·2
Total transactions	+7·9	+59·7	+ 96·7	+164·4	98·8
Cash and other short-term assets:					
Cash in hand and with United Kingdom banks	—0·1	+ 0·3	+ 1·1	+ 1·2	0·7
United Kingdom local authority bills and temporary money	+0·1	+ 2·7	— 0·3	+ 2·5	1·5
Other short-term assets	+0·2	+ 0·9	+ 2·3	+ 3·3	2·0
Less short-term liabilities	—0·6	— 0·8	— 3·6	— 5·0	—3·0
Total net cash and other short-term assets	—0·5	+ 3·0	— 0·5	+ 2·0	1·2
Total net investment	+7·5	+62·8	+ 96·2	+166·4	100·0

(1) This table includes only pension funds which provided figures of transactions in assets in each quarter of 1963.

Table 4. Transactions in assets of private pension funds, 1st quarter, 1964 (1)

£ million

Assets	1st Quarter, 1964		
	Assets acquired	Assets realized	Net investment
Public sector securities:			
British government and government guaranteed securities:			
Period to maturity:			
Up to 5 years	6·4	9·9	— 3·5
Over 5 and up to 10 years	2·7	6·2	— 3·5
Over 10 and up to 15 years	8·8	8·9	— 0·1
Over 15 years	13·4	22·0	— 8·6
Undated	2·5	1·3	+ 1·2
Local authority, etc., securities:			
Quoted:			
Period to maturity:			
Up to 10 years	2·6	1·0	+ 1·6
Over 10 and up to 15 years	1·5	1·7	— 0·2
Over 15 years and undated	2·6	1·4	+ 1·3
Unquoted	1·0	0·3	+ 0·6
Total of public sector securities	41·3	52·5	—11·2
Other assets:			
Company securities:			
Ordinary shares	46·8	11·5	+35·4
Preference shares	1·4	0·9	+ 0·6
Debentures, etc.	19·5	4·9	+14·7
Mortgages and loans	3·9	2·0	+ 1·9
Overseas government, etc., securities	2·8	3·5	— 0·6
Other investments	2·3	0·2	+ 2·1
Total of other assets	76·9	22·8	+54·1
Total transactions	118·2	75·3	+42·8
	BALANCES		
	December, 31 1963	March 31, 1964	
Cash and other short-term assets:			
Cash in hand and with United Kingdom banks	36·1	26·1	—10·0
United Kingdom local authority bills and temporary money	12·3	26·9	+14·5
Other short-term assets	22·6	24·2	+ 1·6
Less short-term liabilities	16·2	10·2	+ 6·0
Total net cash and other short-term assets	54·7	66·9	+12·2
Total net investment			+55·0

(1) Excluding funds of co-operative societies the net addition to which is estimated at £2 million per quarter, mainly invested with parent societies. The figures include estimates for other private pension funds not contributing to the quarterly inquiries.

which contributed to the quarterly inquiries throughout 1963 shows that, while substantial purchases of company securities were made by small and large funds alike, net sales of Government securities was confined to the large funds and was heaviest among the very large funds with assets over £25 million. The 21 very large funds added £96 million to their assets in 1963; this constitutes 43 per cent of the investment of all private sector pension funds (£214 million excluding co-operative funds) and is substantially more than the net investment of either local authority funds (£62 million in 1963) or of other public sector pension funds like those of the nationalized bodies (£76 million). Net investment by the life funds of insurance companies in 1963 amounted to £586 million.*

The 21 very large funds were net sellers of £14 million of Government securities in 1963, although some of this was offset by purchases of local authority securities (£9 million). Purchases of equities accounted for 63 per cent of net investment and of company debentures for 27 per cent. 'Other investments' accounted for 15 per cent of the total, reflecting in the main the purchase of interests in land and property.

The small funds – those with assets of less than £1 million – were net buyers of public sector securities during the year, and their purchases accounted for 10 per cent of small funds' net investment. Like the very large funds, they invested very heavily in ordinary shares (65 per cent of the total) while the medium-sized funds (between £1 million and £25 million of assets) were relatively more active in the market for debentures.

Transactions in first quarter of 1964

Table 4 shows purchases and sales of assets by private pension funds (excluding funds of co-operative societies, but including estimates for other private pension funds not contributing to the quarterly inquiries) during the first quarter of 1964. The net addition to assets (including net cash and other short term assets) at £55·0 million was £6·1 million higher than in the first quarter of 1963 (see Table 2) but almost £10 million lower than in the fourth quarter of last year, which was the highest of the four quarters of 1963. The pattern of investment followed closely that shown in the previous quarter; net sales of government securities amounting

*See *Board of Trade Journal*, June 26, 1964 (page 1391)

to £14·5 million (£10·3 million in the fourth quarter) were offset slightly by a rise of £3·3 million in holdings of local authority securities, while investment in company securities rose by £50·7 million, 92 per cent of total net investment during the quarter. Holdings of cash fell by £10 million during the quarter but this was more than offset by a rise of £16 million in holdings of other short term assets, mainly local authority bills and temporary money.

Funds' holdings of assets

Table 5 shows that assets held in 1963 by pension funds which were able to give a detailed breakdown of their holdings amounted to £2,414 million, while other private sector pension funds were estimated to amount to £575 million. Most of the funds which contributed to the statistics valued their marketable securities at stock exchange prices in the inquiry. The 57 funds which used a different basis of valuation – book values or cost – had assets totalling £218 million. From a special inquiry made into the relation between book and market values of funds which were able to give the latter, it is estimated that market values are on average about 20 per cent higher than book values. Hence if all funds had given assets at market values, the total might have been some £60 million higher than the figure of £2,990 million in Table 5.

As with transactions, while there is some evidence of difference in investment pattern between funds of different sizes – the very large funds hold a larger proportion of their assets in equities (51 per cent) than the smaller funds (around 45 per cent) – the differences are not very marked. The table also shows funds' holdings of assets at the end of 1962. The move in 1963 out of Government securities and into equities and debentures is reflected in the fall from 25 per cent to 22 per cent in the proportion of total assets accounted for by this heading; the proportion of equities rose from 46 per cent to 48 per cent and of debentures from 13 to 14 per cent. The changes in the pattern of holdings between 1962 and 1963 however reflect a number of factors besides the amount of new money invested during the year. All except 57 of the funds contributing to the inquiry gave their holdings of securities at market values, and hence changes in prices quoted on stock exchanges are reflected in the figures. The number of funds contributing to the inquiry at the end of 1962 was not the same as the number contributing to the 1963 inquiry. There were 102 funds which gave figures at a date other than December 31.

The 239 funds which responded to all the quarterly inquiries in 1963 (summarised in Table 3) had assets at the end of 1962 amounting to £2,001 million and these had risen to £2,274 million at the end of 1963. Thus these funds showed an increase in holdings of assets of £273 million (14 per cent of assets at the end of 1962) although their net investment amounted to only £166 million (8 per cent).

It seems that the very large funds, whose net investment in 1963 amounted to 8 per cent of the value of their assets at the end of 1962 may be growing rather more slowly than the medium sized funds (8.7 per cent) or those with assets of less than £1 million (10.2 per cent) although because of the difficulties of valuing assets no very firm conclusion is possible.

Pension funds of co-operative societies

Statistics of assets of Co-operative Societies' pension funds for the years 1962 and 1963, derived mainly from the reports of the Registrar of Friendly Societies, statistics published by the Co-operative Union and from discussions with officials of the Co-operative movement, are given in Table 6. It is estimated that pension funds of Co-operative Societies amounted to £117 million at the end of 1963; of this, £94 million (or 80 per cent) was invested with parent societies. Of the remaining £23 million, perhaps £5 million is invested in company securities, mainly equities, £11 million with local authorities, largely by way of mortgages and other unquoted securities and about £7 million in British Government securities. Funds are increasing their assets by about £9 million a year. It is estimated that perhaps £7 million is being invested with parent societies and half of the balance with local authorities. The remainder is divided between British government securities and company securities, mainly equities.

Notes and definitions

The statistics relate to the self-administered pension and superannuation funds of the private sector, including those of companies and non-profit making bodies. Respondents are asked to make returns covering financial assets of funds whose investment policy is managed from within the United Kingdom, including the funds of any subsidiary companies. Some undertakings operate two or more pension funds; such funds have been treated as single funds in the statistics.

Assets of funds of co-operative societies are included in the estimates of total funds given in Table 5 and in Table 6. Funds which operate primarily through insurance companies and funds of local authorities, public corporations or central government are not included. All funds with assets of £1 million or more have contributed to the enquiries, although not all of them have been able

Table 5 – Assets held by private pension funds, 1962 and 1963

£ million (percentages of totals in brackets)

Assets	Total assets end-1962		Funds with assets at end-1963 of: Under £1 million		Between £1 and £25 million		Over £25 million		Total assets end-1963	
Number of funds contributing to inquiry (1)	253		95		160		22		277	
Public sector securities:										
British government and government guaranteed securities	512·1	(25·2)	22·4	(23·1)	182·7	(19·7)	317·2	(22·8)	522·2	(21·6)
United Kingdom local authority securities	105·7	(5·2)	7·6	(7·8)	57·9	(6·3)	60·7	(4·4)	126·2	(5·2)
Total of public sector securities	617·8	(30·4)	30·0	(30·9)	240·6	(26·0)	377·9	(27·1)	648·4	(26·8)
Other assets:										
Company securities:										
Ordinary shares	927·7	(45·7)	42·8	(44·1)	407·2	(44·0)	708·7	(50·9)	1,158·7	(48·0)
Preference shares	54·5	(2·7)	3·4	(3·5)	35·7	(3·8)	28·8	(2·1)	67·9	(2·8)
Debentures, etc.	263·0	(13·0)	12·6	(13·0)	156·1	(16·8)	175·8	(12·6)	344·5	(14·3)
Overseas government, etc., securities	44·2	(2·2)	2·2	(2·3)	19·1	(2·1)	26·9	(1·9)	48·2	(2·0)
Mortgages and loans	33·2	(1·6)	2·2	(2·3)	27·0	(2·9)	14·4	(1·0)	43·7	(1·8)
Other investments	56·2	(2·8)	0·9	(1·0)	18·6	(2·0)	44·1	(3·2)	63·6	(2·6)
Total of other assets	1,378·8	(68·0)	64·1	(66·1)	663·7	(71·6)	998·7	(71·8)	1,726·6	(71·5)
Short-term assets, net	31·7	(1·6)	3·0	(3·1)	21·5	(2·3)	15·1	(1·1)	39·6	(1·6)
Total of classified assets	2,028·3	(100)	97·0	(100)	925·9	(100)	1,391·7	(100)	2,414·5	(100)
Unclassified assets (2)	520		—		—		—		575	
Total assets	2,550								2,990	

(1) Of the funds, 151 in 1962 and 147 in 1963 gave a detailed breakdown of their assets at market values at the end of the year; the remaining funds (102 in 1962 and 130 in 1963) gave a detailed breakdown either at a date other than December 31, or on the basis of cost or book values.

(2) 'Unclassified assets' presents an estimate of the value of funds which were not included in the sample inquiry or did not respond to the questionnaires in full:

(a) There were 19 funds in 1962 and 18 funds in 1963 with assets over £1 million which provided a figure of their total value but which did not give a detailed breakdown of assets. These funds totalled £108 million in 1962 and £112 million in 1963, about two-thirds of the totals being in respect of funds giving market values.

(b) Funds of co-operative societies amounted to £108 million in 1962 (revised figure) and £117 million in 1963.

(c) The balance of £305 million in 1962 (revised figure) and £345 million in 1963 is an estimate of other self-administered private pension funds which did not respond to the inquiry or which were not included in the sample. Of this amount £53 million in 1962 (revised figure) and £58 million in 1963 is in respect of funds with assets of less than £0·1 million.

Table 6. Financial assets of co-operative societies' pension funds

£ million

Assets	Holdings end-1962	Net acquisition 1963	Holdings end-1963
With parent societies	87	7	94
Other investments	21	2	23
Total	108	9	117

to give fully detailed statistics. About 1 in 5 of funds with assets of £0.1 million but less than £1 million contribute to the statistics, while funds with assets below £0.1 million are not approached. In Tables 2 and 4 estimates have been made of quarterly transactions of funds not included in the sample or which did not respond.

Short term assets are those maturing within one year of originating date including loans payable at lender's option within one year of the date of issue. They include Treasury bills and local authority bills and temporary money. Balances due to stockbrokers on securities sold for future settlement have been deducted from short term assets.

Totals in the tables are not always equal to the sum of their components because of rounding. In particular, totals of assets of all pension funds in Table 5 have been rounded to the nearest £5 million.

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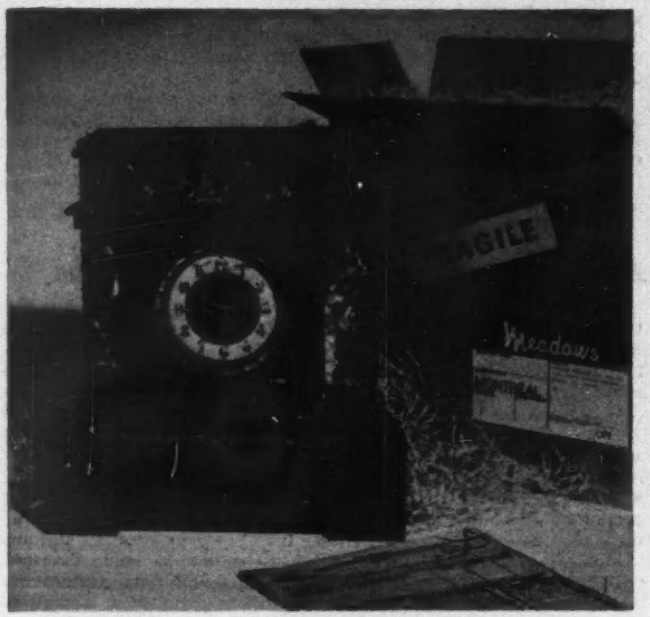

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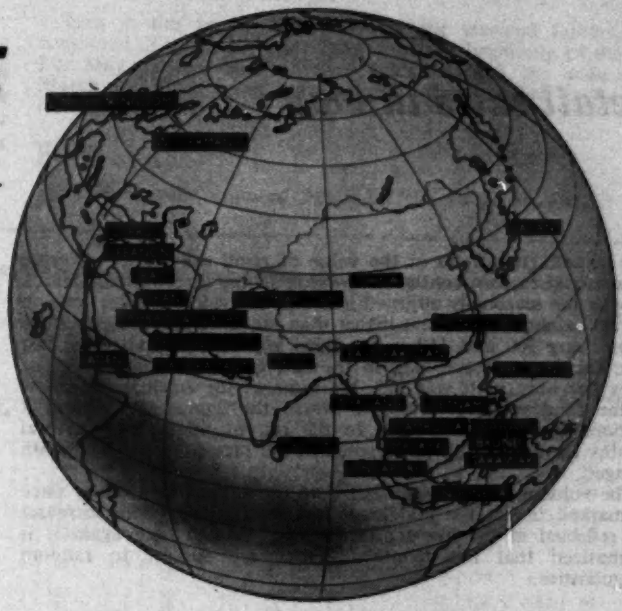

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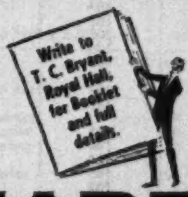

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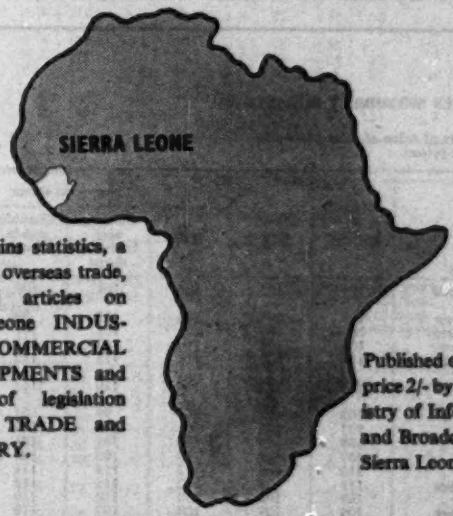

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Retail sales in May

THE UNDERLYING trend in the value of retail sales, after allowing for seasonal factors, continues upwards. In the three months March to May the seasonally adjusted index of the value of sales was, on average, about half a point higher than the three preceding months. After being 109 and 110 in the third and fourth quarters of last year, the index rose to 112 in the first quarter of this year. The index for May itself was 113, the same as for April, but in view of the random irregularities to which the figures are subject it is more appropriate to look to the run of figures over several months than to attach importance to the precise month to month changes.

The volume of retail sales has been moving up very slowly since its marked rise in the middle of last year. Recent price increases are reflected in the low figure for May though here again it is emphasized that the monthly figures are subject to random irregularities.

Clothing and footwear shops

Sales by clothing and footwear shops in May, after allowance for seasonal factors, were slightly higher than in March and April but the rise cannot be regarded as significant in view of the variability of the series. The seasonally adjusted figures incorporate a special allowance for the fact that Whitsun was in the May period this year. Last year it fell in the second week of the June period. Since clothing and footwear sales are influenced by Whitsun buying this may, in part, explain why the increase for the group as a whole between May this year and May last year was, at 12 per cent, somewhat higher than in recent months. The greatest increase on a year earlier was shown by footwear shops whose sales in May were as much as 20 per cent above sales in May 1963. Women's wear shops showed an increase of 11 per cent on a year earlier, an increase very much due to increased sales by multiple retailers in

Retail sales seasonally adjusted (a)

Index numbers of value of sales per week.
(i) At current prices. 1961 = 100

	All kinds of business	Food shops	Non-food shops: Total	Clothing and footwear shops	Durable goods shops	Other non-food shops (b)
1962 4th quarter	104	105	103	104	103	105
1963 1st quarter	106	108	104	102	99	106
2nd quarter	106	106	105	101	105	107
3rd quarter	109	107	110	112	111	110
4th quarter	110	109	111	111	112	112
1964 1st quarter	112	111	112	110	111	113
1963 April	105	107	104	99	102	107
May	107	108	106	103	109	108
June	105	105	106	101	106	106
July	107	106	107	105	108	108
August	110	108	112	114	114	110
September	110	108	112	115	110	110
October	109	108	110	110	110	112
November	109	109	109	107	110	110
December	111	108	113	115	114	113
1964 January	112	111	113	111	113	114
February	112	110	113	113	112	113
March	111	111	111	107	109	112
April	113	113	113	108	113	114
May	113	111	113	110	113	113

Analysis by form of organization

May – Index numbers of values of sales per week and percentage changes compared with a year earlier (a)

1961 = 100

	Total all retailers	%	Independent retailers	%	Multiple retailers	%	Co-operative societies	%
ALL KINDS OF BUSINESS	111	+6	108	+4	122	+11	101	Nil
FOOD SHOPS	112	+4	109	+3	128	+11	100	—1
Grocers	112	+4 (g)	106	+1	134	+14	98	—1 (g)
Butchers	103	+3	..	..	..	..	..	..
Greengrocers, fruiterers	116	+3	116	+3	119	+5	104	—3
Fishmongers, poulterers	114	+7	..	..	..	..	..	..
Bread and flour confectioners	119	+5 (h)	113	+4	128	+6	..	..
Off-licences	105	+9	101	+7	108	+11	..	..
Dairymen	120	+6	..	..	..	..	111	+3
Other food shops	109	+4	..	..	..	..	..	..
NON-FOOD SHOPS	111	+7	..	..	..	..	..	..
Clothing and footwear shops	118	+12	116	+10	121	+16	108	+6
Footwear shops	127	+20	136	+21	124	+21	117	+9
Men's wear shops	114	+9	111	+11	119	+8	102	+6
Women's wear shops	116	+11	114	+7	121	+17	108	+4
of which:								
Women's, girls' and infants' wear specialist shops	..		124	+6	..		—	
Drapers and general outfitting shops	—		111	+8	..		—	
Large (c)	—		115	+6	—		—	
Medium (c)	—		111	+9	—		—	
Small (c)	—		107	+9	—		—	
Durable goods shops	107	+4	102	+5	116	+4	104	+1 (f)
Furniture shops	109	+4	106	+5	118	+2	—	
Large (c)	—		97	+1	—		—	
Medium and small (c)	—		109	+6	—		—	
Other durable goods shops	106	+5	97	+6 (e)	115	+4*	—	
Radio and electrical goods shops	100	+5	97	+6	106	+2	—	
Radio and cycle shops, cycle shops, perambulator shops								
Electricity showrooms	116	+3	—		116	+3	—	
Gas showrooms	138	+10	—		138	+10	—	
Miscellaneous non-food shops (b)	110	+6	..		..		..	
Confectioners, tobacconists, newsagents	108	+4	106	+3	119	+8	—	
Booksellers, stationers	..		105	+1	..		—	
Chemists, photographic goods dealers (d)	111	+11	109	+11	115	+13	106	+6
Jewellers	92	+7	92	+7	88	+10	—	
Leather goods, sports goods, toys and fancy goods shops	96	+10	..		..		—	
Ironmongers and hardware shops	112	+5	112	+5	111	+11	—	(f)
General Department Stores	105	+3	—		—		—	

* Provisional.

(ii) At average 1961 prices.

	All kinds of business	Food shops	Non-food shops
1962 4th quarter	101	103	100
1963 1st quarter	101	102	100
2nd quarter	102	102	102
3rd quarter	105	103	106
4th quarter	105	103	107
1964 1st quarter	106	104	107
1963 April	101	102	100
May	103	103	102
June	102	101	102
July	103	102	104
August	106	104	108
September	105	103	108
October	104	103	105
November	104	104	105
December	106	103	109
1964 January	107	105	108
February	105	104	108
March	105	104	106
April	106	105	107
May	104	102	106

(a) The total and sub-total series in this table are seasonally adjusted independently from the component series. As was mentioned in the article in the *Board of Trade Journal* of July 6 1963, this occasionally results in inconsistencies between total and components. The components are liable to greater random irregularities than the totals and have a greater margin of uncertainty in their seasonal adjustment.
(b) Including general department stores.

this kind of business. Men's wear shops had a more modest increase of 9 per cent. Prices of clothing and footwear continued, as in recent months, to be about 1 per cent higher than a year earlier.

Durable goods shops

The seasonally adjusted index of sales of durable goods shops in May was; allowing for month-to-month variations, about the same as in the earlier months of this year. Compared with a year earlier sales in May were 4 per cent higher, an increase somewhat smaller than those for March and April. Prices of durable goods in May this year were about 3 per cent higher than in May 1963.

Other non-food shops

Sales in this group, after allowing for seasonal factors, have continued at about the same level since the beginning of the year. For May the seasonally adjusted index was 113, the same as for March and April taken together and during the first two months of the year.

Food shops

The seasonally adjusted figure for the value of sales in May,

Index numbers of values of sales per week, and percentage changes compared with a year earlier (a)

(i) Analysis by broad groups: value and volume.

1961 = 100

(Sales in 1961 £ million)	All kinds of business (£9,095)				Food shops (£4,171)				Non-food shops: Total (£4,923)				Clothing and footwear shops (£1,395)		Durable goods shops (f) (£956)		General department stores (£451)		Miscellaneous non-food shops (b) (£2,121)	
	Value		Volume*		Value		Volume*		Value		Volume*									
1962 Year	103	+3	101	+1	104	+4	102	+2	103	+3	100	Nil	102	+2	102	+2	103	+3	103	+3
1963 Year	108	+4	103	+3	107	+3	103	+1	108	+5	104	+4	107	+5	107	+4	108	+5	109	+5
1964 Year to date‡	105	+6	100	+4	109	+4	103	+2	102	+8	97	+6	97	+8	107	+10	99	+6	104	+6
1963 2nd quarter	103	+3	99	+2	106	+3	101	+2	102	+4	98	+3	103	+2	98	+3	97	+3	103	+5
3rd quarter	105	+4	102	+3	105	+2	101	+1	106	+6	102	+5	105	+6	106	+6	104	+6	107	+5
4th quarter	125	+6	119	+4	115	+3	109	+1	133	+7	128	+7	137	+8	128	+8	140	+6	131	+7
1964 1st quarter	103	+6	98	+5	108	+3	102	+2	98	+8	94	+7	89	+8	106	+12	96	+8	101	+7
1964 January	105	+6	100	+5	108	+3	102	+1	103	+9	98	+8	97	+10	117	+15	121	+12	96	+6
February	100	+6	95	+6	107	+2	101	+2	93	+10	89	+9	82	+11	103	+15	81	+12	99	+8
March	104	+6	99	+4	109	+4	103	+3	100	+7	95	+5	91	+6	101	+8	92	+4	108	+7
April	109	+6	102	+3	112	+5	104	+2	106	+7	101	+5	103	+6	107	+11	102	+5	109	+6
May	111	+6	104	+3	112	+4	103	+1	111	+7	105	+5	118	+12	107	+4	105	+3	110	+6

(ii) Analysis by kind of business: value only.

(Sales in 1961 £ million)	Food shops: Grocers (g) (£2,406)		Butchers (£641)		Greengrocers, fruiterers (£324)		Fishmongers, poulterers (£81)		Bread and flour confectioners (h) (£196)		Off-licences (£140)		Dairymen (£369)		Other food shops (£14)		Clothing and footwear shops: Footwear shops (£230)		Men's wear shops (£282)		Women's wear shops (£883)	
1962 Year	104	+4	102	+2	101	+1	102	+2	107	+7	107	+7	106	+6	103	+3	101	+1	102	+2	102	+2
1963 Year	108	+4	104	+2	100	—1	106	+3	113	+6	114	+7	110	+4	98	—5	106	+4	107	+4	107	+5
1964 Year to date‡	111	+3	107	+4	101	—1	109	+5	113	+6	102	+8	116	+4	102	+3	94	+11	101	+7	97	+8
1963 2nd quarter	106	+3	98	+1	114	—2	106	+3	113	+7	94	+7	112	+6	95	—6	107	+2	103	Nil	102	+2
3rd quarter	106	+3	100	+2	100	—3	106	+3	116	+5	99	+8	106	+1	92	—8	108	+6	104	+5	105	+6
4th quarter	115	+4	112	+2	91	+2	109	+5	121	+5	169	+5	113	+3	104	—4	134	+10	130	+8	139	+7
1964 1st quarter	110	+3	108	+4	95	—1	108	+6	110	+7	101	+8	113	+2	102	+3	81	+12	96	+6	89	+8
1964 January	110	+3	111	+3	88	+2	106	+9	106	+6	105	+6	112	+3	100	+2	86	+10	113	+11	94	+9
February	109	+2	106	+2	93	—1	106	+6	108	+7	96	+5	115	+3	101	+5	73	+24	88	+7	83	+10
March	110	+4	107	+6	101	—1	110	+5	114	+8	102	+14	110	+1	104	+1	86	+8	92	+4	92	+7
April	112	+5	109	+8	107	—4	109	+1	118	+4	103	+7	123	+8	99	+6	103	+5	104	+6	102	+6
May	112	+4	103	+3	116	+3	114	+7	119	+5	105	+9	120	+6	109	+4	127	+20	114	+9	116	+11

(Sales in 1961 £ million)	Durable goods shops (f): Furniture shops (£403)		Other durable goods shops: Total (£472)		Radio and electrical goods shops, Radio and cycle shops, perambulator shops (£368)		Electricity showrooms (£55)		Gas showrooms (£49)		Miscellaneous non-food shops: Confectioners, tobacconists, newsagents (£795)		Booksellers, stationers† (£60)		Chemists, photographic goods dealers (d) (£261)		Jewellers (£89)		Leather goods, sports goods, toys and fancy goods shops (£76)		Ironmongers and hardware shops (£230)	
1962 Year	102	+2	103	+3	101	+1	108	+8	114	+14	104	+4	105	+5	103	+3	100	Nil	101	+1	102	+2
1963 Year	104	+2	110	+7	105	+4	118	+9	137	+19	107	+4	111	+6	108	+4	105	+5	103	+2	107	+5
1964 Year to date‡	104	+12	109	+9	105	+6	109	+9	144	+25	107	+3	113	+8	99	+7	89	+14	83	+11	106	+3
1963 2nd quarter	97	Nil	100	+6	95	+5	116	+12	117	+12	104	+5	103	+7	102	+4	84	+5	88	Nil	103	+3
3rd quarter	105	+3	107	+8	100	+5	122	+7	143	+23	106	+3	106	+6	109	+5	108	+7	110	+5	107	+5
4th quarter	123	+8	133	+8	128	+5	137	+9	170	+34	118	+4	130	+6	130	+5	154	+9	147	+5	118	+6
1964 1st quarter	103	+15	110	+9	106	+6	109	+12	148	+27	106	+4	117	+11	96	+6	83	+19	76	+13	103	+1
1964 January	118	+21	119	+11	118	+7	108	+18	138	+31	103	+3	116	+18	96	+8	77	+24	73	+19	103	—6
February	97	+18	108	+11	103	+7	109	+9	150	+41	103	+2	118	+13	94	+7	92	+22	75	+15	101	+5
March	96	+9	106	+7	99	+5	111	+10	154	+16	112	+7	116	+4	97	+3	94	+13	80	+11	104	+4
April	106	+9	109	+10	106	+8	102	+5	135	+32	108	Nil	110	+4	100	+7	87	+9	92	+8	114	+6
May	109	+4	106	+5	100	+5	116	+3	138	+10	108	+4	105	+1	111	+11	92	+7	96	+10	112	+5

† Independent retailers only. * At average 1961 prices. ‡ January-May.

though below the level of April, was about half a point higher in unrounded terms than the average of the first quarter as a whole. Higher prices have, however, contributed largely to the decrease of three points in the volume of sales by food shops.

Notes:

Kind of business statistics

(i) These statistics are based on returns from independent retailers (organizations, other than co-operative societies and general department stores, with one to nine branches), multiple retailers (organizations, other than co-operative societies and general department stores, with 10 or more branches), retail co-operative societies and general department stores.

(ii) For independent retailers, multiple retailers and general department stores the figures are based on the total sales, of all types of goods, by each shop and therefore represent the trend of sales in specified kinds of business. Co-operative societies report their sales on a departmental basis and a department's sales are assigned to the most closely corresponding kind of business heading. A single figure is returned for the departments selling durable goods and ironmongery and hardware and this figure is included in the total for durable goods shops.

(iii) Multiple retailers and co-operative societies report sales for all branches open in the sales period, so that, in respect of these two forms of organizations, the statistics take account of changes in the number of shops, e.g., the opening of new shops or the closing or disposal of existing shops. In the case of independent retailers and general department stores, however, sales are generally reported for individual establishments and no reliable measure of changes in the number of shops is available on the basis of which an adjustment might be made.

(iv) A description of the series, based on 1961=100, was given in the *Board of Trade Journal* of May 10, 1963.

Footnotes to tables:

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by May 1964 sales was the four weeks from May 3, 1964, to May 30, 1964, the corresponding period in 1963 was from April 28, 1963, to May 25, 1963. As the figures are based on the value of sales, they are affected by price movements including changes in purchase tax.

(b) Includes figures for variety and other general stores which are not published separately.

(c) These descriptions are based on 1957 turnover groupings. Large denotes shops with sales of £100,000 and over in 1957. Medium denotes shops with sales of £15,000 and under £100,000 in 1957. Small denotes shops with sales of under £15,000 in 1957.

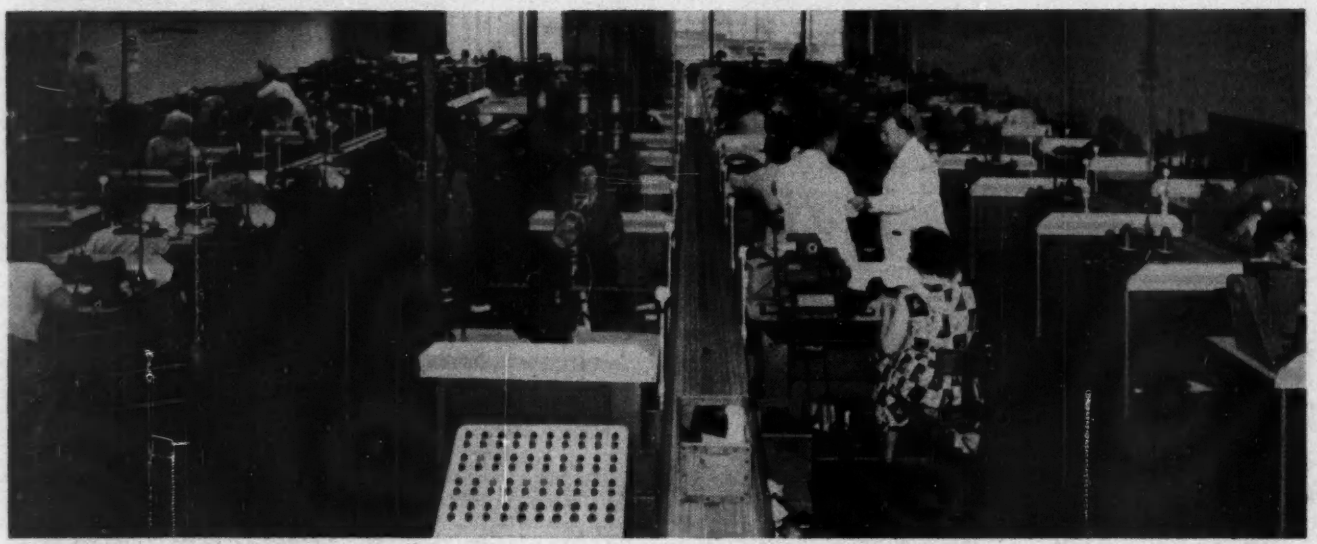
(d) These index numbers do not allow for chemists' receipts under the National Health Service, which are as far as possible excluded by contributors in their returns.

(e) Includes radio and electrical goods shops and radio and cycle shops, cycle shops, perambulator shops.

(f) See Note (ii) above.

(g) Including the bakery departments of co-operative societies.

(h) Excluding the bakery departments of co-operative societies, which are included in the estimate for grocers.



At the Corby upper-stitching room of Eaton & Co. (Rushden) Ltd., the shoe manufacturers, work transporters have been installed to help speed up production. Each operative flashes her need for more work to the control panel; supplies are despatched and completed work is returned on the conveyor belt.

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Hire purchase business in May

HIRE purchase debt rose by a further £21 million in May to a total of £1,024 million at the end of the month. Seasonally high business of finance houses, much of it for financing purchases of cars, was mainly responsible.

Although new hire purchase and other instalment credit extended by finance houses and sales on instalment credit terms by housesold goods shops remain at high levels compared with recent years, there seems to have been no further growth in recent months, after allowing as far as possible for normal seasonal movements.

Finance houses

The seasonal peak of new business of finance houses, as measured by the value of new hire purchase and other instalment credit extended, was reached in May last year but this year, possibly on account of the earlier Easter, credit advanced in May did not quite come up to the level attained in April. Business nevertheless continued buoyant in May, with total credit granted about one-sixth higher than a year earlier. Credit for new cars was only about 5 per cent higher than the high figure for May last year but for used cars credit extended was up by about one-fifth.

Debt owing direct to finance houses by hirers, etc. rose by a further £20 million in May to a total of £688 million at the end of the month, while amounts owing by retailers under block discounting arrangement were at £46 million, much the same as in earlier months.

Household goods shops

Hire purchase and other instalment credit sales in May showed a rise more in line with what might be expected under seasonal influences than the sharp rise recorded in May last year. When compared with the high May figure last year there was in consequence a slight fall in sales, as against the rise of about one-tenth in April compared with the corresponding month last year. Compared with two years ago, instalment credit sales in May were up by approaching one-tenth or rather less than the rise shown in April, but too much significance is not to be attached to the difference on account of the effects of the differing dates of Easter and Whitsun.

Debt owing directly to household goods shops, £336 million at the end of May, was much the same as a month earlier.

Notes on statistics

The statistics in this article are derived from monthly returns made to the Board of Trade by two types of contributor – household goods shops and finance houses. The household goods shops give the value of the goods sold on credit. Covered in this full credit price would be the full cash price, including the down payment, and, where the credit is provided by the shop, any credit charges. From these figures the index numbers of credit sales per week given in Table 3 are derived. These figures include all goods sold on instalment credit terms by the retailers concerned, whether they themselves finance the credit extended or whether this is financed by another organization, for example, a finance house. The contributors comprise electricity and gas showrooms, co-operative societies, department stores and multiple and independent retailers. Clothing shops, mail order houses and credit traders calling on customers for orders are not included. From April 1964 department stores were asked to include sales on budget accounts in their monthly returns of instalment credit business and to cover sales in other departments as well as household goods departments, sales of which were not separately distinguished in the returns from that date. The index numbers for May and subsequent months will therefore reflect changes in sales under this wider definition.

The contributing finance houses, on the other hand, send in figures of the value of new credit extended, including credit charges, during the month. Down payments on the articles are not included. These figures form the basis of Table 4. In so far as goods sold by the household goods shops, whose credit sales comprise Table 3, are financed by direct agreements made between a finance house and the buyer, the new credit extended would also figure in Table 4, as well as being part of the value of sales covered by Table 3.

Both types of contributor also return monthly totals of instal-

(*Continued on page 79*)

Debt

Table 1—Estimates of hire purchase and other credit instalments outstanding

END OF PERIOD — £ million

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Owed directly to household goods shops	1962	304	301	296	293	292	294	295	297	300	304	308	318
	1963	316	313	311	308	311	313	315	319	323	324	329	340
	1964	339	338	337	335	336							
Owed directly to finance houses	1962	606	598	592	590	593	593	597	593	590	583	575	569
	1963	562	559	563	573	584	593	603	608	611	615	618	614
	1964	618	631	648	668	688							
Total of above	1962	910	899	888	883	885	887	892	890	890	887	883	887
	1963	878	872	874	881	895	906	918	927	934	939	947	954
	1964	957	969	985	1003	1024							

Table 2—Hire purchase and other instalment credit extended and repaid.

£ million

Period	New Credit Extended: For household goods	New Credit Extended: For other durable goods	New Credit Extended: Total	Repayments	Change in Debt
1958	292	363	655	547	+108
1959	394	523	917	624	+293
1960	301	519	820	734	+ 86
1961	283	515	798	806	— 8
1962	301	437	738	778	— 40
1963	318	500	818	751	+ 67
1961 1st quarter	64	136	200	201	— 1
2nd quarter	69	164	233	210	+ 23
3rd quarter	72	126	198	202	— 4
4th quarter	78	89	167	193	— 26
1962 1st quarter	63	104	167	206	— 39
2nd quarter	69	128	197	198	— 1
3rd quarter	79	114	193	190	+ 3
4th quarter	90	91	181	184	— 3
1963 1st quarter	66	102	168	181	— 13
2nd quarter	74	146	220	188	+ 32
3rd quarter	83	133	216	188	+ 28
4th quarter	95	119	214	194	+ 20
1964 1st quarter	79(a)	150	229	198	+ 31

(a) Fourteen weeks.

New business of household goods shops

Table 3—Index numbers of value of goods sold on hire purchase and other instalment credit per week

(Average of 1957 = 100)

	Year	Jan.	Feb.	March (a)	April	May	June (a)	July	Aug.	Sept. (a)	Oct.	Nov.	Dec. (a)
Furniture and Furnishings Shops: Total (multiple and independent retailers, co-operative societies)	1962	98	96	94	100	105	104	115	108	113	124	131	140
	1963	93	87	94	105	114	102	121	110	122	128	140	148
	1964	106	104 (a)	102	112	107							
of which: Multiple retailers (b)	1962	103	100	94	102	106	114	126	115	118	131	139	151
	1963	101	96	98	114	120	115	132	117	130	140	147	161
	1964	112	114 (a)	105	125	116							
Independent retailers	1962	89	90	89	93	97	89	97	92	99	108	113	122
	1963	81	75	85	93	100	84	100	95	103	109	122	127
	1964	93	86 (a)	88	90	89							
Hardware, Radio, Electrical Goods, Cycle and Perambulator Shops: Total (multiple and independent retailers, co-operative societies, gas and electricity showrooms)	1962	89	89	93	88	98	116	118	112	116	120	127	136
	1963	97	97	102	96	112	119	118	118	128	129	135	140
	1964	108	107 (a)	105	107	112							
of which (multiple and independent): Radio and electrical goods, cycle and perambulator shops	1962	68	61	60	62	66	78	79	78	75	82	86	106
	1963	71	67	67	66	73	74	79	82	78	78	82	101
	1964	75	66 (a)	64	70	71							
Department Stores: Household goods departments	1962	142	114	111	117	120	121	148	122	134	153	160	155
	1963	138	109	111	116	129	112	155	119	134	158	172	162
	1964	152	118 (a)	114	123	127 (c)							
Total, Household Goods Shops	1962	97	94	94	95	103	111	119	111	116	124	131	139
	1963	98	93	99	101	114	111	122	114	126	131	140	145
	1964	110	107 (a)	105	110	111							

(a) Average of five weeks.
(b) Multiple retailers are defined as those having ten or more branches.
(c) Not strictly comparable with previous months – see Notes on Statistics.

New business of finance houses

Table 4—Index numbers of new hire purchase and other instalment credit extended direct to hirers per calendar month

Monthly average 1957 = 100

	Year	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Private cars – new	1962	124	145	168	169	238	201	199	145	137	158	148	102
	1963	159	161	245	270	314	255	274	204	201	235	208	146
	1964	242	262	326	349	334							
Private cars – used	1962	96	121	134	138	179	162	169	152	126	133	111	78
	1963	81	104	151	168	188	160	181	162	149	163	141	112
	1964	147	176	197	234	232							
Commercial motor vehicles – new and used	1962	155	157	171	157	185	161	160	130	127	143	136	94
	1963	122	123	160	168	188	155	169	140	139	171	162	135
	1964	177	172	198	217	209							
Motor cycles, side-cars, power assisted cycles – new and used	1962	43	64	78	82	106	95	96	82	68	66	51	33
	1963	30	40	72	87	102	88	97	94	73	71	57	40
	1964	47	67	72	88	102							
Caravans – new and used	1962	95	127	172	175	222	205	217	198	160	153	115	76
	1963	74	98	178	242	235	216	231	209	177	173	136	93
	1964	112	145	195	238	223							
Farm equipment and tractors	1962	93	105	143	110	112	116	141	151	139	153	126	75
	1963	90	86	134	139	143	119	162	179	170	166	153	114
	1964	155	122	152	192	139							
Industrial and building plant and equipment	1962	254	300	337	266	302	254	286	212	216	235	209	181
	1963	233	217	312	295	329	276	339	260	264	313	312	263
	1964	366	386	380	469	468							
Household goods (a)	1962	118	98	90	88	110	105	120	115	107	120	117	110
	1963	128	96	108	107	124	105	120	120	118	133	127	128
	1964	148	117	122	124	121							
All goods (including goods not shown above)	1962	121	133	147	142	179	160	168	143	127	140	126	94
	1963	115	116	164	177	201	169	189	162	154	175	157	129
	1964	174	184	209	236	230							

(a) Includes pedal cycles and some mopeds; mopeds are generally classified with motor cycles but some returns do not distinguish mopeds from pedal cycles.

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ments outstanding to them at the end of each period. These figures are brought together in Table 1. The estimates of debt owed direct to household goods shops relate to agreements entered into between customers and retailers. These estimates include the amounts outstanding on agreements which are subsequently discounted by finance houses. The debt outstanding on agreements made direct between finance houses and retail customers is, however, excluded from the debt owed to shops and included in the total of instalments owed to finance houses. This total does not include the amounts which have been discounted with finance houses. Included with finance houses are some manufacturers who finance credit sales of their own products.

Table 2 gives total credit transactions of finance houses and household goods shops combined. For further details see Economic Trends No. 95, September 1961. The figures were revised in the *Board of Trade Journal* of August 17, 1962, in the light of more comprehensive information about deposits on household goods derived from the Family Expenditure Surveys. Returns from household goods shops for February 1964 covered five weeks, in order that dates for the standard periods of four, four and five weeks in each quarter, for which the bulk of shops report their figures, should be brought more into line with calendar months. The estimate of new credit extended for household goods in the first quarter 1964 consequently relates to 14 weeks, compared with 13 weeks in other quarters shown.

The repayment figures are derived from the new business and change in debt outstanding reported by contributors and thus necessarily include sums written off as irrecoverable and lump sum settlements of outstanding balances in addition to normal weekly, monthly or other periodical instalments.

Tables 1, 3 and 4 are based upon estimates derived from the Census of Distribution for 1957. The results of the 1961 Census of Distribution show that many cycle and radio shops are now classed as radio shops owing to a shift in the balance of their sales. Consequently, the category 'cycle shops, cycle and radio shops, perambulator shops', which was distinguished in Table 3 up to December 1962, is now combined with the radio and electrical goods shops pending the examination of the current kind of business of contributors which will be part of the re-basing of these monthly statistics on the Census for 1961.

The estimates in £'s million of goods sold on hire purchase and other instalment credit during 1957, on which Table 3 is based, are: furniture and furnishings shops, 138·32, of which multiple retailers, 58·76 and independent retailers, 59·80; hardware, radio and electrical goods shops, electricity and gas showrooms, cycle and perambulator shops, 153·92; of which radio and electrical goods, cycle and perambulator shops, 98·80; department stores (household goods departments), 22·36. Total, household goods shops, 314·60.

The estimates in £'s million of the amount of new hire purchase and other instalment credit extended in 1957 by finance houses, on which Table 4 is based, are: private cars (new), 55·96 and (used), 122·36; commercial motor vehicles, 46·25; motor cycles, etc., 32·33; caravans, 7·03; farm equipment and tractors, 7·53; industrial and building plant and equipment, 17·02; household goods (including pedal cycles), 49·01; and all goods, 350·57.

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Advertisement of Company Meeting

ULTRAMAR COMPANY LIMITED

LORD TANGLEY'S REVIEW

THE 28th annual general meeting of Ultramar Company Limited was held on July 2 in London. The Rt. Hon. Lord Tangley, K.B.E., LL.D. (the Chairman) presided and, in the course of his speech, said:

During the year 1963, the Group continued to make progress in all phases of its operations.

The refining and marketing companies in Eastern Canada, the United States and the Caribbean all increased their refinery runs and their volume of refined products sales in 1963.

Starting less than four years ago from nothing in an intensely competitive area, Golden Eagle of Canada has built its refinery and developed a large volume of sales in Eastern Canada and Newfoundland, which are still growing vigorously.

In 1959 the Group refined an average of under 2,000 barrels per day. In 1963 the total was over 29,000 barrels per day of which about 16,000 barrels per day were refined in the Group's own refineries. The volume of refined products sold, some of which were purchased from other companies, has grown from about 1,000 barrels per day in 1959 to 39,000 barrels per day in 1963. Sales in the first half of 1964 have averaged about 40,000 barrels per day.

The Group's average crude oil production for the year 1963 was 14,200 barrels per day as against 12,500 barrels per day for 1962. For the first half of 1964, the average daily crude oil production of the Ultramar Group was over 15,000 barrels. I am glad to be able to tell you that in 1963 the Group more than replaced the oil reserves it produced.

In Oritupano, which has become our main Venezuelan producing area, a development drilling programme will be started in the second half of this year and there are good prospects of substantially increased production.

In Western Canada, Golden Eagle Oil and Gas has a 50 per cent interest in some promising acreage along the trend of discoveries recently made in the so-called Hondo/Lesser Slave Lake area of Northern Alberta.

Apart from our Loan Stock, practically all of the debts of the operating companies fall due within the next three or four years. If the maturities were spread out expansion could go faster. We are devoting a great deal of time and effort to this and we are hopeful that we will achieve our objective before the next Meeting. This, and the greater profitability of the Group, should facilitate the resumption of distributions to the Stockholders next year. I am sure that your money was better spent in 1963 on repaying debt and so enhancing the value of your equity, rather than on resuming capital distributions. Our debt was reduced by over U.S. $4,000,000 during 1963 and further substantial reductions amounting to over U.S. $2,000,000 have been made in the first half of 1964.

Operating results improved substantially in 1963 and we expect a further substantial improvement this year. The Group's cash flow in 1963, after interest charges and taxes totalled £1,321,000 as against £1,003,000 for 1962. After amortisation, depreciation and depletion, there was a net profit of £229,000 for 1963 (two thirds of which was made in the second half of the year), compared with a loss of £247,000 for 1962.

The report and accounts were adopted.

Rise in industry's capital expenditure in first quarter of 1964

FINAL RESULTS for the first quarter of 1964 show that the volume of industry's capital expenditure (at 1958 prices seasonally adjusted) was 4 per cent higher than in the previous quarter. This rise, which was somewhat less than that estimated at the provisional stage, confirms that the investment cycle of private industry and business is now firmly on the up-turn. As the chart suggests the underlying trend of expenditure, which had been falling since its peak of 1961, began to rise again in the middle of 1963 and, for the second quarter in succession, the seasonally adjusted figures have shown a significant increase.

Expenditure by manufacturing industry which moved up slightly between the third and fourth quarters of last year rose by a further 5 per cent in the first quarter of 1964 – about 7 per cent higher than at the bottom of the cycle in the first part of last year. Although the increase in capital expenditure by the distributive and service industries in the first quarter of this year was only 2½ per cent compared with a rise of 7 per cent between the last two quarters of 1963, the underlying upward trend in investment by this sector, which has continued almost without interruption in recent

(*Continued on page* 82)

Industry's fixed capital expenditure

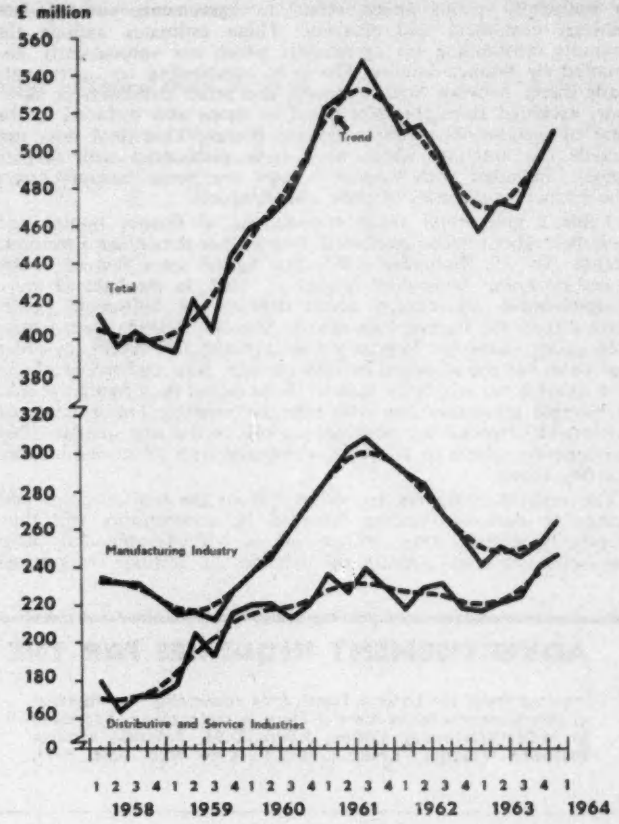


Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANALYSIS BY INDUSTRIAL SECTORS		Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	688	1,610	451	360	799
1959	871	792	1,663	460	403	800
1960	1,016	873	1,889	533	457	899
1961	1,195	931	2,126	631	437	1,058
1962	1,098	897	1,995	627	383	985
1963	987	902	1,889	567	417	905
1964						
1959 1st quarter	215	178	393	109	91	193
2nd quarter	216	205	421	111	108	202
3rd quarter	212	193	405	112	94	199
4th quarter	228	216	444	128	110	206
1960 1st quarter	238	220	458	132	114	212
2nd quarter	244	220	464	130	116	218
3rd quarter	261	213	474	133	111	230
4th quarter	273	220	493	138	116	239
1961 1st quarter	286	236	522	148	118	256
2nd quarter	302	227	529	159	105	265
3rd quarter	308	239	547	160	114	273
4th quarter	299	229	528	164	100	264
1962 1st quarter	291	218	509	159	96	254
2nd quarter	284	229	513	161	100	252
3rd quarter	267	231	498	164	92	242
4th quarter	256	219	475	143	95	237
1963 1st quarter	239	217	456	135	100	221
2nd quarter	252	221	473	146	101	226
3rd quarter	245	224	469	140	103	226
4th quarter	251	240	491	146	113	232
1964 1st quarter	264	246	510	148	115	247
2nd quarter						
3rd quarter						
4th quarter						

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 56 per cent of total capital expenditure in 1960. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a) (b) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing Ink	Metal Manufacture	Engineering, Shipbuilding and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper, Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·5	622·1
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·2	589·9
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·2	71·9	805·1
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	298·8	61·8	737·4
1963	137·3	18·5	141·8	117·0	219·2	91·3	84·6	73·5	103·8	987·0	263·8	78·0	645·2
1964													
1959 1st quarter	25·2	4·0	43·2	30·1	49·3	18·5	13·6	15·3	15·8	215·0	55·4	13·8	145·8
2nd quarter	28·0	5·7	38·1	31·3	49·3	16·1	15·2	15·2	16·6	215·5	53·3	14·2	148·0
3rd quarter	27·3	6·2	30·6	34·2	49·2	15·1	17·2	14·7	18·0	212·5	53·1	13·7	145·7
4th quarter	26·0	7·6	33·6	34·1	53·0	19·3	20·5	15·1	18·7	227·9	62·0	15·5	150·4
1960 1st quarter	30·2	4·2	33·4	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	4·3	31·3	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	3·4	34·5	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	3·4	35·3	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·7	16·1	200·0
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	65·2	15·4	175·9
1963 1st quarter	31·1	3·4	33·6	33·7	55·6	22·1	20·9	17·0	21·8	239·2	62·9	17·0	159·3
2nd quarter	33·9	4·4	36·6	31·7	56·5	24·3	20·0	19·4	25·3	252·1	67·7	20·0	164·4
3rd quarter	35·3	5·0	35·4	25·7	55·2	22·4	20·7	19·5	26·1	245·3	65·9	20·4	159·0
4th quarter	37·0	5·7	36·2	25·9	51·9	22·5	23·0	17·6	30·6	250·4	67·3	20·6	162·5
1964 1st quarter	38·2	5·9	38·1	24·7	61·4	20·3	28·4	19·2	27·8	264·0	73·8	23·0	167·2
2nd quarter													
3rd quarter													
4th quarter													

NOTE: Separate figures are now shown in Table 2 for Mineral Oil Refining and for Chemicals, Paint and Printing Ink. There have been, inconsequence, some minor changes to the 1963 figures previously published under the heading 'Chemicals and Allied Industries'.

Table 3. Fixed capital expenditure in the distributive and service industries at 1958 prices seasonally adjusted (a) (c) (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP					ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Shipping	Other Industries	Total			
	Standard Industrial Classification							
	810, 831, 832	820	704	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX Part of XXI Part of XXII and XXIII	Building Work	Vehicles	Plant and Machinery
1958	73	130	147	338	688	204	307	177
1959	92	163	161	376	792	236	346	210
1960	100	175	158	440	873	270	381	222
1961	105	195	128	503	931	313	365	253
1962	116	187	102	492	897	328	322	247
1963	129	164	83	526	902	303	339	260
1964								
1959 1st quarter	22	38	37	81	178	54	77	47
2nd quarter	23	40	46	96	205	57	94	54
3rd quarter	23	41	35	94	193	59	81	53
4th quarter	24	44	43	105	216	66	94	56
1960 1st quarter	21	44	40	116	220	69	97	54
2nd quarter	26	43	41	110	220	68	97	55
3rd quarter	26	43	40	104	213	64	92	57
4th quarter	27	45	37	111	220	69	95	56
1961 1st quarter	27	44	40	125	236	74	99	63
2nd quarter	27	47	26	127	227	78	86	63
3rd quarter	26	52	33	128	239	80	96	63
4th quarter	25	52	29	123	229	81	84	64
1962 1st quarter	25	52	27	114	218	78	80	60
2nd quarter	27	49	31	122	229	82	85	62
3rd quarter	33	45	21	132	231	90	77	64
4th quarter	31	41	23	124	219	78	80	61
1963 1st quarter	28	42	24	123	217	72	83	62
2nd quarter	33	39	15	134	221	78	81	62
3rd quarter	32	40	24	128	224	74	83	67
4th quarter	36	43	20	141	240	79	92	69
1964 1st quarter	35	47	21	143	246	74	92	80
2nd quarter								
3rd quarter								
4th quarter								

years, appears to be maintained. At £246 million (1958 prices seasonally adjusted) expenditure in the first quarter of 1964 reached the highest level so far recorded.

The statistical tables accompanying this article incorporate revised figures for expenditure by the distributive and service industries (other than wholesale distribution) to take into account the results of the 1961 Census of Distribution and of the 1962 Inquiry into the Distributive and Service Trades. The extent of these revisions, which affect the previously published series for the period 1958 to 1963, is discussed in more detail below.

Manufacturing industry

The final calculations confirm the increase of 5 per cent in capital expenditure by manufacturing industry (at 1958 prices seasonally adjusted) between the fourth quarter of 1963 and the first quarter of 1964 suggested by the provisional results. Within the overall movement the increase in expenditure on plant and machinery (3 per cent) was rather less than that on new building work and on vehicles (up 10 per cent and 12 per cent respectively). Although total investment by manufacturing industry in the first quarter of 1964 was running at a level 7½ per cent higher than in the first half of last year the comparable increase in expenditure on plant and machinery (the main component of capital expenditure by this sector) was only 3 per cent.

All industries, with the exception of metal manufacture, vehicles and the miscellaneous group, contributed to the overall rise in investment by manufacturing industry. Expenditure by the textiles, leather and clothing group has risen significantly in two successive quarters and in the first quarter of 1964 was 40 per cent above the depressed level which had persisted from the middle of 1962 to the third quarter of 1963. Following a rise of 18 per cent between the two most recent quarters, investment by the engineering, shipbuilding and metal goods industry is now approaching the peak level reached in 1961. Expenditure by the chemical industry, for which separate figures (excluding mineral oil refining) are now shown, also seems to be recovering from the decline which occurred in late 1962/early 1963, while investment by the food, drink and tobacco industry continues its steady upward movement.

Distributive and service industries

Expenditure on vehicles, which was largely responsible for the large increase in investment by the distributive and service industries between the third and fourth quarters of 1963, remained unchanged in the first quarter of 1964, while expenditure on new building work fell slightly. Thus, in spite of a rise of 16 per cent in outlays on plant and machinery, investment by the sector as a whole (at 1958 prices seasonally adjusted) was only 2½ per cent higher than in the fourth quarter of last year. Total expenditure by the sector has nonetheless moved to a new peak, although expenditure on new building work, now running at roughly the average quarterly rate of 1963, has fallen back somewhat from the peak levels attained in 1961 and 1962.

The results of the final calculations show little change in expenditure between the fourth quarter of 1963 and the first quarter of 1964 by any of the component industries for which separate details are published. Expenditure by wholesalers and by the shipping industry has continued more or less at last year's level while that by retailers has recovered somewhat from the lower levels prevailing since the middle of 1962. Investment by the other industries group, which includes construction, transport, finance and the service trades generally, has moved to a new peak some 8 per cent above the 1963 average quarterly performance.

Revision of previous figures

The article on capital expenditure published in the *Board of Trade Journal* of January 24, 1964 (page 158) gave revised figures for manufacturing industry and for the wholesale distribution component of the distributive and service industries. The revised series published in this present article incorporates the adjustments to the figures of investment by retail distribution and other industries deriving from the analysis of the results of the 1961 Census of Distribution and of the remaining parts of the 1962 Annual Inquiry. The effect of these revisions is to increase the figure of total capital expenditure by the distributive and service sector in 1962 from £884 million to £897 million (at 1958 prices), an upward revision in expenditure by other industries being partly offset by a downward revision in expenditure by retail distribution. There was also a small revision of the figures for 1961, with consequential alterations to the figures for 1963 and, indirectly, those for some earlier years. Minor revisions to the shipping series have also been made.

Expected expenditure in 1964 and 1965

Companies who gave the Board of Trade estimates at the end of 1963 of their expected expenditure in 1964 and 1965 were asked in May this year if they intended to spend more or less than they had previously estimated. Contributing companies were asked to give answers in the form 'more', 'same', or 'less' without any figures and as the inquiry was the first of this particular nature in the Board of Trade's series of inquiries into investment intentions it is not possible to make a very precise interpretation of its results. From the forecasts provided at the end of last year it was estimated (*Board of Trade Journal* of January 17, 1964, page 99) that capital expenditure would rise strongly between 1963 and 1964 (by about 8 per cent for manufacturing industry, more than 10 per cent for the distributive and service industries) with the probability of some further expansion in 1965. The results of the latest inquiry confirm the strength of industry's intentions to expand investment in 1964 and 1965. It is not possible, from these inquiries, to indicate the amount of the likely increase between 1964 and 1965. The next inquiry to be taken by the Board, whose results will be available in October, will provide this information.

Table 4. Industry's fixed capital expenditure at current prices (a)

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	688	1,610
1959	867	782	1,649
1960	1,021	863	1,884
1961	1,239	934	2,173
1962	1,168	927	2,095
1963	1,067	929	1,996
1964			
1959 1st quarter	203	174	377
2nd quarter	209	200	409
3rd quarter	212	179	391
4th quarter	243	229	472
1960 1st quarter	221	212	433
2nd quarter	236	212	448
3rd quarter	271	202	473
4th quarter	293	237	530
1961 1st quarter	273	233	506
2nd quarter	304	223	527
3rd quarter	331	230	561
4th quarter	331	248	579
1962 1st quarter	286	218	504
2nd quarter	294	232	526
3rd quarter	290	235	525
4th quarter	298	242	540
1963 1st quarter	241	220	461
2nd quarter	266	222	488
3rd quarter	267	225	492
4th quarter	293	262	555
1964 1st quarter	271	251	522
2nd quarter			
3rd quarter			
4th quarter			

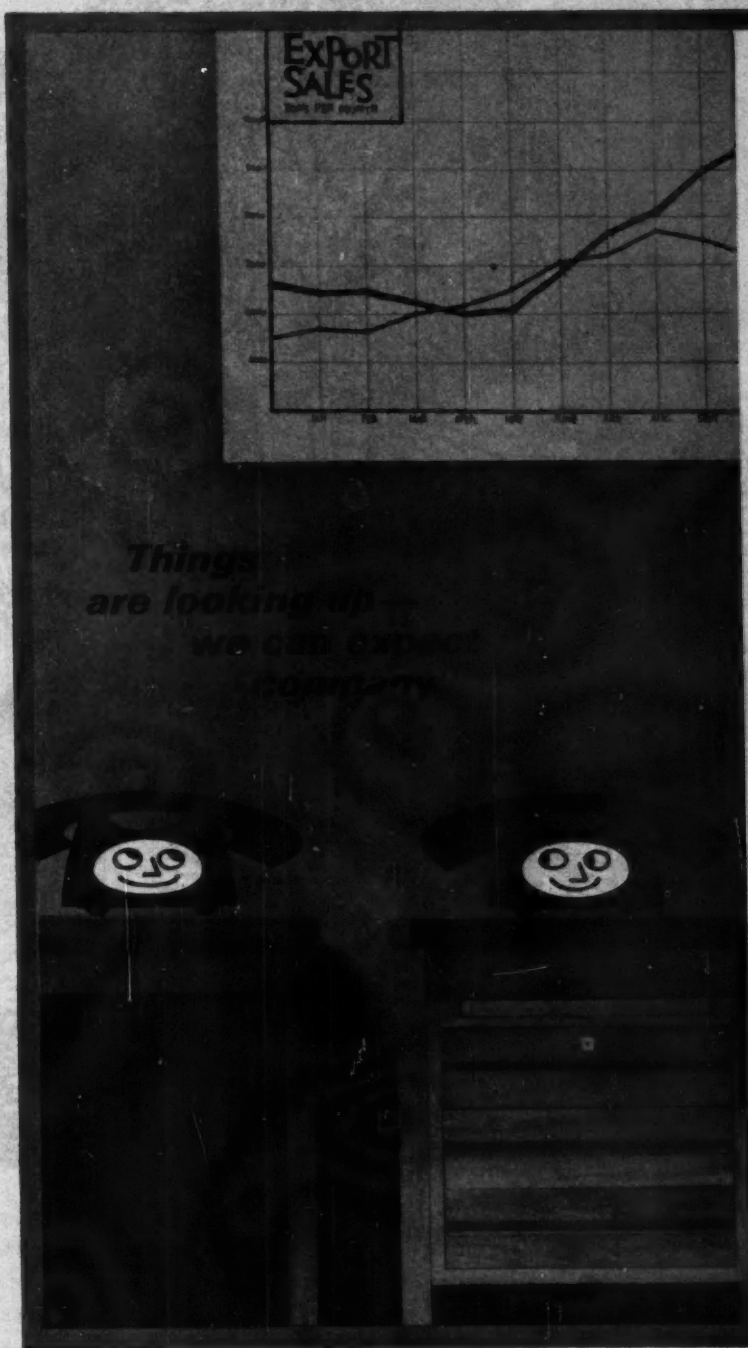
Notes relating to tables 1, 2, 3, and 4.

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.



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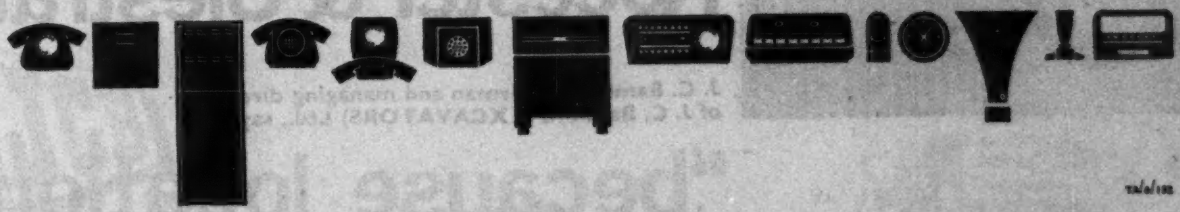

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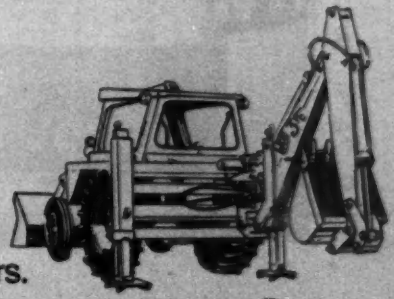

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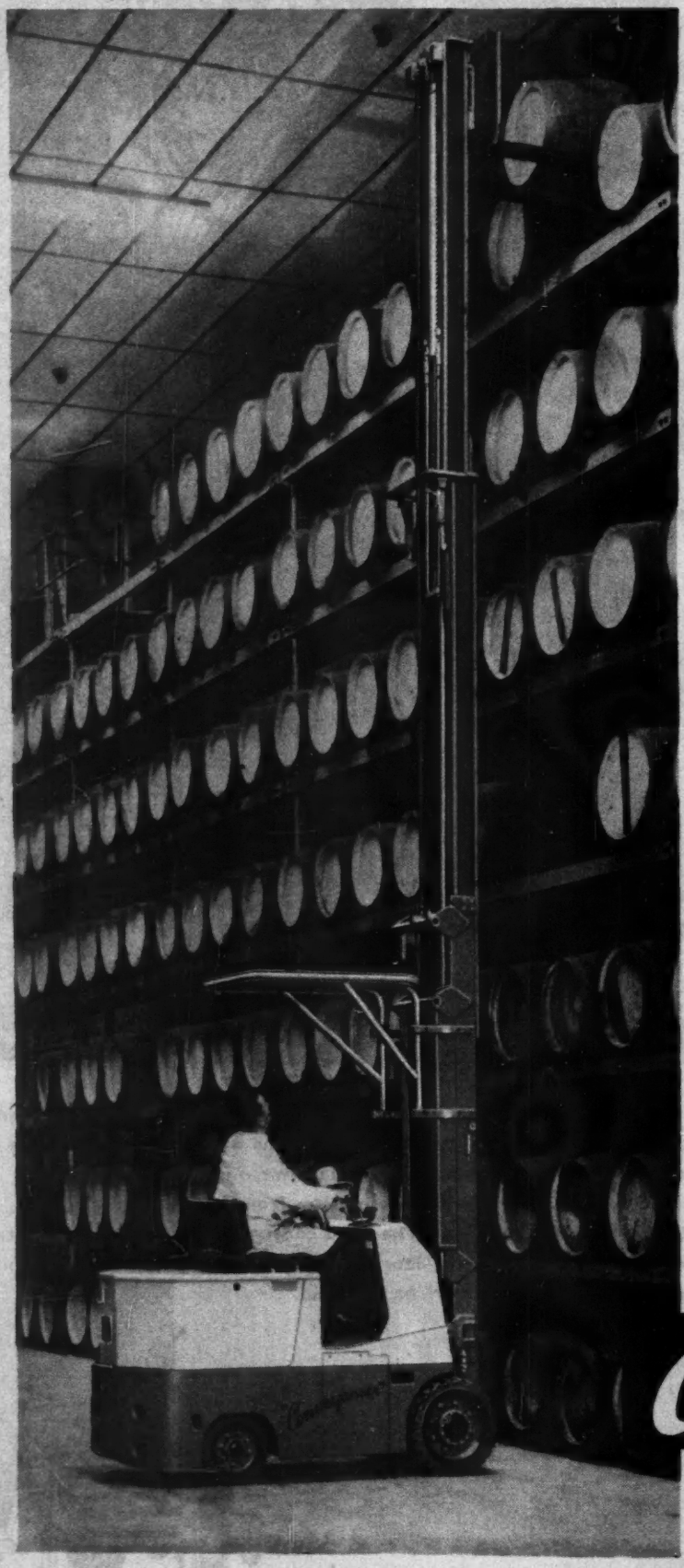

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First quarter rise in industry's stocks confirmed

FINAL ESTIMATES confirm that the volume of stocks (at 1958 prices) held by manufacturers and distributors rose, after allowing for seasonal factors, by £93 million during the first quarter of 1964, following their £144 million increase in the final quarter of 1963. This first quarter increase was almost wholly due to the rise of £94 million in the stocks and work-in-progress of manufacturing industry. Stocks held by wholesalers and retailers did not change significantly.

The underlying trend of stockbuilding in manufacturing industry, as shown by the chart, is now confirmed as having been strongly upward. Recent changes in wholesale and retail distribution have been irregular, but over the last year there has been some increase in the rate of stockbuilding in these sectors also.

Manufacturing industry

Final estimates for the first quarter of 1964 show that the total volume of manufacturers' stocks and work-in-progress (at 1958 prices seasonally adjusted) rose by £94 million. This increase continued the upturn in stockbuilding which commenced towards the end of last year (with an increase of £75 million in the fourth quarter). This first quarter figure mainly reflects a rise (£48 million) in work-in-progress, but also includes an increase of £34 million in

(*Continued on page* 85)

Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted[a]

£ million

Period	(b) Manufacturing	(c) Wholesale distribution	(d) Retail distribution	(e) Total
Level of stocks at December 31, 1959	4,932	810	946	6,708
1959	+ 73	+15	+49	+137
1960	+520	+48	+37	+605
1961	+239	+36	+ 4	+279
1962	+ 33	+22	+40	+ 95
1963	+ 89	+15	+27	+131
1959 1st quarter	+ 2	+16	—14	+ 4
2nd quarter	— 10	+ 6	+23	+ 19
3rd quarter	+ 23	— 2	+17	+ 38
4th quarter	+ 58	— 5	+23	+ 76
1960 1st quarter	+ 99	+ 5	+18	+122
2nd quarter	+136	+12	+18	+166
3rd quarter	+148	+16	+ 2	+166
4th quarter	+137	+15	— 1	+151
1961 1st quarter	+ 79	+33	+ 8	+122
2nd quarter	+ 60	+19	+11	+ 90
3rd quarter	+ 46	—13	— 8	+ 25
4th quarter	+ 45	— 5	— 7	+ 33
1962 1st quarter	— 5	— 8	+13	N/C
2nd quarter	+ 32	— 2	— 8	+ 22
3rd quarter	+ 15	+25	+10	+ 48
4th quarter	— 9	+ 9	+25	+ 25
1963 1st quarter	+ 56	—16	— 3	+ 37
2nd quarter	— 9	+22	— 3	+ 10
3rd quarter	— 33	—19	— 8	— 60
4th quarter	+ 75	+28	+41	+144
1964 1st quarter	+ 94	— 4	+ 3	+ 93

Table 2. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a] [b] [f]

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders							Materials and fuel	Work in progress	Finished goods
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1959	+26	+31	—10	+ 36	—12	+ 2	+ 73	+ 16	+ 47	+ 10
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+31	+ 2	—24	+ 29	— 6	+ 1	+ 33	— 50	+ 32	+ 51
1963	+57	+ 1	+ 5	+ 58	—27	— 5	+ 89	— 10	+ 97	+ 2
1959 1st quarter	+ 9	+12	— 8	— 11	— 3	+ 3	+ 2	— 4	+ 2	+ 4
2nd quarter	+14	+ 5	N/C	— 13	—13	— 3	— 10	+ 12	N/C	— 22
3rd quarter	+ 2	+ 4	— 5	+ 22	— 3	+ 3	+ 23	— 5	+ 19	+ 9
4th quarter	+ 1	+10	+ 3	+ 38	+ 7	— 1	+ 58	+ 13	+ 26	+ 19
1960 1st quarter	+ 3	— 2	+16	+ 56	+16	+10	+ 99	+ 47	+ 24	+ 28
2nd quarter	+15	+16	+14	+ 64	+12	+15	+136	+ 62	+ 37	+ 37
3rd quarter	+10	+16	+28	+ 55	+24	+15	+148	+ 70	+ 23	+ 55
4th quarter	+24	+11	+15	+ 75	—10	+22	+137	+ 46	+ 43	+ 48
1961 1st quarter	+ 4	+ 7	+13	+ 28	+ 8	+19	+ 79	+ 34	+ 40	+ 5
2nd quarter	N/C	+ 7	+ 1	+ 24	+11	+17	+ 60	+ 18	+ 17	+ 25
3rd quarter	+11	+ 4	— 6	+ 33	N/C	+ 4	+ 46	+ 12	+ 15	+ 19
4th quarter	+ 3	— 3	— 1	+ 49	+ 4	— 7	+ 45	— 13	+ 12	+ 46
1962 1st quarter	+ 3	— 5	— 9	+ 11	+ 1	— 6	— 5	— 18	— 2	+ 15
2nd quarter	+16	— 2	— 5	+ 25	N/C	— 2	+ 32	+ 3	+ 21	+ 8
3rd quarter	+ 6	+ 6	—11	+ 17	— 4	+ 1	+ 15	— 21	+ 15	+ 21
4th quarter	+ 6	+ 3	+ 1	— 24	— 3	+ 8	— 9	— 14	— 2	+ 7
1963 1st quarter	— 5	+ 8	+ 7	+ 33	— 7	+20	+ 56	— 14	+ 33	+ 37
2nd quarter	+28	— 3	N/C	— 16	— 7	—11	— 9	— 4	+ 3	— 8
3rd quarter	— 7	— 8	— 8	+ 1	— 5	— 6	— 33	— 25	+ 16	— 24
4th quarter	+41	+ 4	+ 6	+ 40	— 8	— 8	+ 75	+ 33	+ 45	— 3
1964 1st quarter	— 5	+ 7	+19	+ 55	+14	+ 4	+ 94	+ 34	+ 48	+ 12

Table 3. Changes in the volume (at 1958 prices seasonally adjusted) of stocks held by wholesalers[a] [f]

£ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
810	Wholesale distributors	1959	+13	+ 1	—13	+ 9	+10	548
		1960	+ 5	+ 9	+11	+ 1	+26	
		1961	+30	+10	— 7	— 7	+26	
		1962	—10	— 8	+11	+11	+ 4	
		1963	—14	+13	—26	+20	— 7	
		1964	— 7					
831	Dealers in coal, builders' materials, etc.	1959	— 1	+ 4	+ 6	— 4	+ 5	77
		1960	— 1	+ 2	+ 1	+ 2	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 1	N/C	+ 1	+ 2	+ 4	
		1963	+ 4	+ 1	— 3	+ 7	+ 9	
		1964	+ 3					
832	Dealers in industrial materials and machinery	1959	+ 4	+ 1	+ 5	—10	N/C	185
		1960	+ 1	+ 1	+ 4	+12	+18	
		1961	+ 4	+ 8	— 5	+ 3	+10	
		1962	+ 1	+ 6	+11	— 4	+14	
		1963	— 6	+ 8	+10	+ 1	+13	
		1964	N/C					
	Total wholesalers	1959	+16	+ 6	— 2	— 5	+15	810
		1960	+ 5	+12	+16	+15	+48	
		1961	+35	+19	—13	— 5	+36	
		1962	— 8	— 2	+23	+ 9	+22	
		1963	—16	+22	—19	+28	+15	
		1964	— 4					

Table 4. Changes in the value (at book values) of stocks held by manufacturers and distributors[a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
Manufacturing (b)	1959	+ 27	+ 13	+ 17	+ 80	+137	5,048
	1960	+128	+181	+128	+161	+598	
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 9	+ 29	+ 14	+ 33	+ 85	
	1963	+ 67	N/C	+ 10	+152	+229	
	1964	+120					
Wholesale distribution (c)	1959	+ 17	+ 5	+ 25	— 25	+ 22	819
	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 6	+ 5	+ 40	— 19	+ 32	
	1963	— 8	+ 19	+ 19	+ 2	+ 32	
	1964	+ 12					
Retail distribution (d)	1959	+ 20	+ 22	— 3	+ 6	+ 45	945
	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 73	+ 19	— 29	— 27	+ 36	
	1962	+ 87	— 5	— 13	— 1	+ 68	
	1963	+ 74	— 22	— 35	+ 20	+ 37	
	1964	+ 82					
Total (e)	1959	+ 64	+ 40	+ 39	+ 61	+204	6,812
	1960	+203	+214	+161	+118	+696	
	1961	+229	+143	+ 33	— 8	+397	
	1962	+102	+ 29	+ 41	+ 13	+185	
	1963	+133	— 3	— 6	+174	+298	
	1964	+214					

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum List Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

stocks of materials and fuel and £12 million in stocks of finished goods. Despite these considerable increases in stockbuilding in the first quarter of 1964, the ratio of manufacturers' stocks to their output fell slightly because of the continuing steep rise in manufacturing production.

The figures for individual sectors of industry, in Table 2, show that the increase of £94 million in the seasonally adjusted volume of manufacturers' stocks and work-in-progress, in the first quarter of 1964, was largely concentrated in the 'engineering, shipbuilding and vehicles' group of industries (much of it being in the work-in-progress of the aircraft industry). There were also significant increases in the stocks of finished goods held by the 'chemicals and allied' group of industries, in the work-in-progress of the 'metal manufacture' group of industries and in the stocks of materials and fuel held by the 'textiles, leather and clothing' group of industries.

Wholesalers' stocks

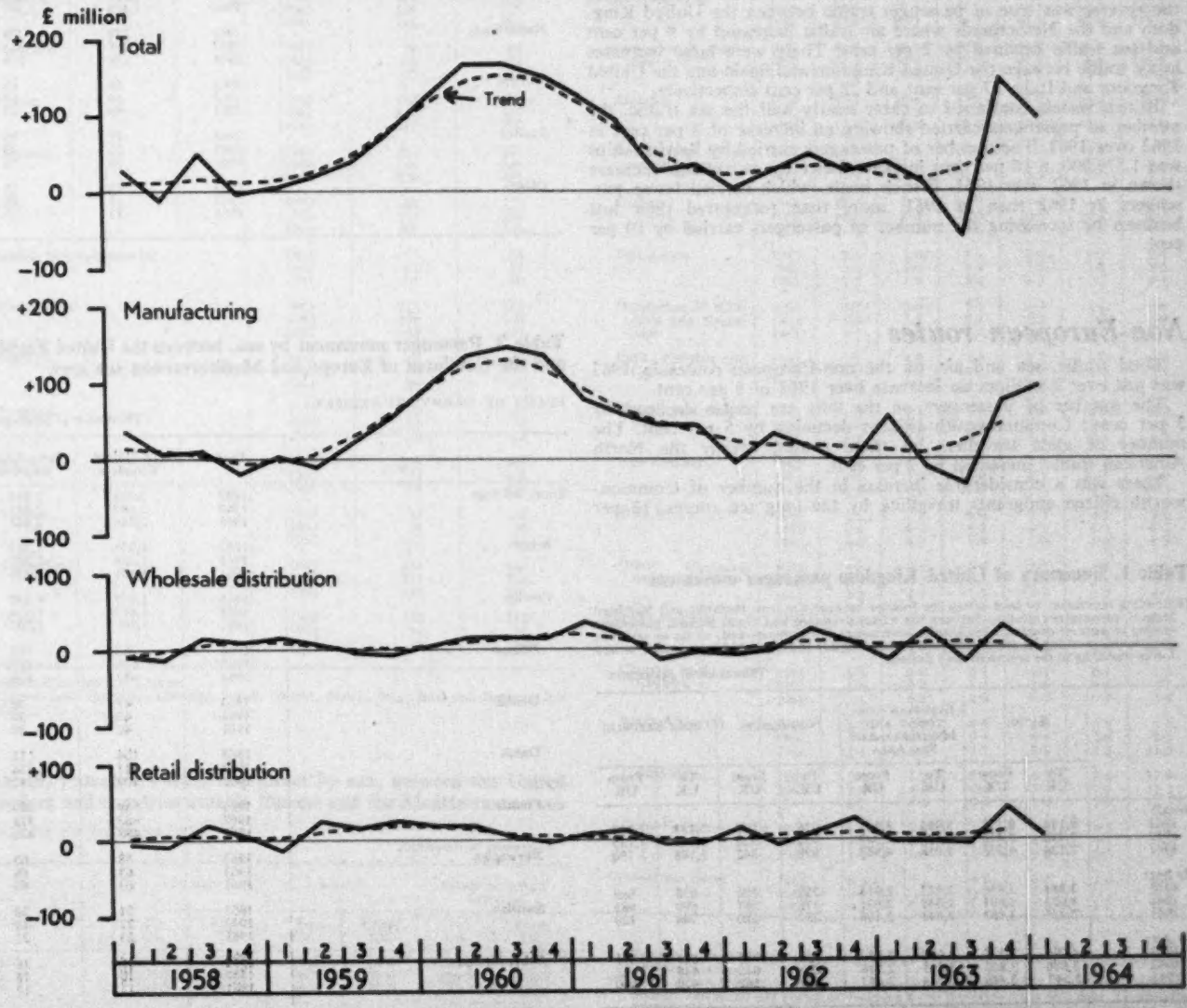
Final estimates confirm that the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers remained virtually unchanged in the first quarter of 1964. The actual change (shown by the figures at Table 1) was a fall of £4 million, but this is not considered significant.

There was little significant change in the figures (which appear in Table 3) for the three main types of wholesalers; the slight drop (£7 million) in stocks of wholesale distributors (Minimum List Heading 810) was the largest movement shown.

Retailers' stocks

The volume of retail stocks, on a seasonally adjusted basis, remained more or less unchanged in the first quarter of 1964. In view of the slight change in the volume of retail sales over the first quarter of the year, the ratio of retail stocks to retail sales seems to have altered little.

Changes in industry's stocks at 1958 prices, seasonally adjusted



International passenger traffic in 1963

THE INCREASE in the number of passengers to and from the United Kingdom continued in 1963. The total number of passengers, 16,300,000, was 9 per cent more than in 1962, which in turn was 6 per cent more than in 1961. There were 11 per cent more passengers by air and 7 per cent more by sea last year than in 1962. Ships carried 7,730,000 people and aircraft 8,570,000.

Continental routes

Total passenger movement on the Continental routes increased by 11 per cent in 1963 to a total of 11,928,000. Air and sea travel on these routes each increased by the same percentage, air travel accounting for just over half the traffic. While the number of passengers travelling by sea to and from Belgium increased by 16 per cent compared with 1962, air traffic declined by 1 per cent; the reverse was true of passenger traffic between the United Kingdom and the Netherlands where air traffic increased by 9 per cent and sea traffic declined by 2 per cent. There were large increases in air traffic between the United Kingdom and Spain and the United Kingdom and Italy, 27 per cent and 22 per cent respectively.

British vessels continued to carry nearly half the sea traffic, the number of passengers carried showing an increase of 8 per cent in 1963 over 1962. The number of passengers carried by Belgian ships was 1,576,000, a 16 per cent increase, twice the percentage increase shown in 1962 over 1961. French boats, which carried fewer passengers in 1962 than in 1961, more than recaptured their lost business by increasing the number of passengers carried by 19 per cent.

Non-European routes

Total traffic, sea and air, on the non-European routes in 1963 was just over 2 million, an increase over 1962 of 8 per cent.

The number of passengers on the long sea routes declined by 3 per cent; Commonwealth citizens declining by 5 per cent. The number of alien travellers on these routes, mainly the North American traffic, increased by 2 per cent.

There was a considerable increase in the number of Commonwealth citizen emigrants travelling by the long sea routes, 18 per cent – but the number of immigrants continued to fall, this year by 31 per cent compared with 1962.

Air travel continued to expand on the long routes with a 12 per cent gain over 1962. The largest percentage increases recorded were in the number of passengers travelling to Australia – 82 per cent – and to South Africa – 32 per cent. Although no separate statistics of migrants are available from this source, these increases appear to

Table 1. Summary of United Kingdom passenger movement

(Excluding movement by land across the frontier between the Irish Republic and Northern Ireland, passengers travelling between the Channel Islands and Great Britain, passengers carried in aircraft chartered by British Government Departments and, as far as possible, passengers travelling by sea on pleasure cruises and day trips, and H.M. and other armed forces travelling in the course of their duties.)

Thousands of passengers

	Total		European Continent and Mediterranean Sea Area		Non-Europe		Irish Republic	
	To UK	From UK	To UK	From UK	To UK	From UK	To UK	From UK
Total:								
1963	8,143	8,158	5,983	5,945	976	1,033	1,184	1,180
1962	7,488	7,410	5,402	5,347	939	928	1,147	1,135
1961	7,124	6,955	5,058	4,963	898	842	1,168	1,150
By Sea:								
1963	3,849	3,880	2,923	2,915	250	296	676	669
1962	3,622	3,601	2,647	2,631	276	287	699	683
1961	3,576	3,487	2,544	2,486	289	280	744	720
By Air:								
1963	4,293	4,278	3,060	3,030	726	738	507	511
1962	3,866	3,809	2,755	2,716	663	642	448	452
1961	3,547	3,469	2,514	2,477	609	562	425	430

Table 2. Passenger movement by sea, between the United Kingdom and the Continent of Europe and Mediterranean sea area

Thousands of passengers

Countries in which passengers landed or embarked	Year	To United Kingdom	From United Kingdom
Total, All countries	1963	2,923	2,915
	1962	2,647	2,631
	1961	2,544	2,486
Belgium	1963	792	794
	1962	682	688
	1961	627	634
Denmark	1963	45	41
	1962	44	41
	1961	43	39
France	1963	1,702	1,669
	1962	1,523	1,476
	1961	1,463	1,387
Netherlands	1963	280	308
	1962	288	314
	1961	299	316
Norway	1963	58	60
	1962	64	67
	1961	64	65
Sweden	1963	22	20
	1962	22	20
	1961	23	21
Others	1963	23	22
	1962	23	26
	1961	23	23

Table 3. Passenger movement by sea, between the United Kingdom and the Continent of Europe and Mediterranean sea area

FLAGS OF CARRYING VESSELS

Thousands of passengers

	Year	To United Kingdom	From United Kingdom
Total, All flags	1963	2,923	2,915
	1962	2,647	2,631
	1961	2,544	2,486
British	1963	1,355	1,387
	1962	1,234	1,307
	1961	1,183	1,179
Foreign	1963	1,567	1,528
	1962	1,413	1,324
	1961	1,361	1,307
Belgian	1963	786	789
	1962	676	681
	1961	622	629
Danish	1963	43	39
	1962	42	39
	1961	42	38
Dutch	1963	104	115
	1962	111	124
	1961	107	117
French	1963	539	489
	1962	483	378
	1961	488	423
Norwegian	1963	58	60
	1962	63	66
	1961	63	65
Swedish	1963	21	20
	1962	22	19
	1961	23	21
Other foreign	1963	15	16
	1962	16	16
	1961	15	15

be largely accounted for by the increase in emigration. Similarly, the fall of 38 per cent in the number of passengers travelling from the British West Indies and Bermuda is probably largely due to the decline in immigration from those countries. The number of passengers travelling by air between the United Kingdom and Canada and the United Kingdom and the United States continued to rise, the

Table 4. Passenger movement by air, between the United Kingdom and the Continent of Europe and Mediterranean sea area

EXCLUDING PASSENGERS CARRIED IN AIRCRAFT CHARTERED BY BRITISH GOVERNMENT DEPARTMENTS

Thousands of passengers

Countries in which passengers landed or embarked	Year	To United Kingdom	From United Kingdom
Total, All countries	1963	3,060	3,030
	1962	2,755	2,716
	1961	2,514	2,477
Commonwealth countries (a)	1963	76	76
	1962	65	67
	1961	56	58
Foreign countries	1963	2,985	2,953
	1962	2,690	2,649
	1961	2,458	2,419
Austria	1963	32	32
	1962	26	26
	1961	26	26
Belgium	1963	305	306
	1962	309	311
	1961	240	241
Denmark	1963	78	80
	1962	73	74
	1961	67	67
France	1963	882	869
	1962	834	817
	1961	813	798
Germany	1963	281	281
	1962	246	246
	1961	229	231
Italy	1963	284	279
	1962	233	227
	1961	209	203
Middle East countries (b)	1963	70	68
	1962	62	54
	1961	55	49
Netherlands	1963	282	283
	1962	259	260
	1961	247	247
Norway	1963	42	43
	1962	36	36
	1961	37	37
Portugal	1963	32	32
	1962	23	22
	1961	24	22
Spain	1963	299	295
	1962	233	232
	1961	179	178
Sweden	1963	33	32
	1962	29	26
	1961	25	24
Switzerland	1963	244	237
	1962	231	225
	1961	218	212
Other	1963	120	116
	1962	96	91
	1961	89	84

(a) Malta, Gibraltar and Cyprus.
(b) United Arab Republic, Lebanon, Israel, Jordan, Sudan, Iraq, Iran and Persian Gulf States.

Table 5. Passengers travelling direct by sea, between the United Kingdom and countries outside Europe and the Mediterranean sea

ANALYSIS BY NATIONALITY

Thousands of passengers

	Total		Aliens		Commonwealth Citizens	
	To UK	From UK	To UK	From UK	To UK	From UK
1963	250·5	295·7	79·0	70·4	171·5	225·3
1962	275·9	286·8	76·0	70·6	199·9	216·2
1961	288·9	280·4	66·4	60·0	222·5	220·4

Table 6. Commonwealth citizens travelling direct by sea, between the United Kingdom and countries outside Europe and the Mediterranean sea

ANALYSIS OF TRAVELLERS

Thousands of passengers

	Total		United Kingdom Residents		Overseas Visitors		Migrants		Irish Republican Citizens in Transit	
	To UK	From UK	To UK	From UK	To UK	From UK	To UK	From UK	To UK	From UK
1963	171·5	225·3	52·1	49·7	71·3	67·3	47·1	107·2	0·9	1·0
1962	199·9	216·2	48·1	46·4	83·0	77·5	68·0	91·2	0·7	1·1
1961	222·5	220·4	45·6	44·3	92·6	84·1	83·7	91·0	0·6	1·1

Table 7. Overseas visitors and migrants travelling direct by sea between the United Kingdom and countries outside Europe and the Mediterranean Sea

COMMONWEALTH CITIZENS

Thousands of passengers

Countries of last or intended future permanent residence (a)	Year	To United Kingdom			From United Kingdom		
		Overseas visitors	Immigrants	Total	Overseas visitors	Emigrants	Total
Total, All countries	1963	71·3	47·1	118·5	67·3	107·2	174·5
	1962	83·0	68·0	151·1	77·5	91·2	168·7
	1961	92·6	83·7	176·3	84·1	91·0	175·1
Commonwealth countries	1963	60·8	40·0	100·8	57·9	89·0	146·9
	1962	68·2	58·8	127·0	65·1	78·4	143·5
	1961	71·2	70·5	141·7	65·7	78·5	144·2
Australia	1963	15·5	10·4	25·9	14·0	44·0	58·0
	1962	16·5	12·3	28·8	16·0	35·5	51·5
	1961	17·6	11·8	29·4	15·4	40·6	56·0
British West Indies and Bermuda	1963	3·4	4·6	8·0	3·3	7·9	11·2
	1962	3·5	11·3	14·8	3·2	6·4	9·6
	1961	3·5	18·0	21·5	3·3	3·8	7·1
Canada	1963	18·3	5·2	23·5	19·0	14·0	33·0
	1962	20·4	7·4	27·8	20·6	10·7	31·3
	1961	21·3	10·3	31·6	20·7	9·3	30·1
East Africa	1963	2·6	2·4	5·1	2·0	0·9	2·9
	1962	3·2	3·6	6·8	2·3	1·2	3·5
	1961	3·2	1·9	5·0	2·9	1·2	4·1
Federation of Rhodesia and Nyasaland	1963	3·7	2·0	5·7	4·7	1·2	5·9
	1962	3·9	2·2	6·1	5·3	1·6	6·8
	1961	4·5	3·0	7·4	4·9	1·4	6·3
India, Pakistan and Ceylon	1963	3·1	4·3	7·4	3·2	3·2	6·5
	1962	4·0	6·4	10·4	3·8	3·3	7·1
	1961	4·6	8·2	12·8	4·2	3·6	7·8
Malaya and Singapore	1963	1·4	2·1	3·6	1·0	1·5	2·5
	1962	1·6	3·3	4·9	1·1	2·1	3·1
	1961	1·8	3·9	5·7	1·2	3·4	4·7
New Zealand	1963	5·7	3·4	9·1	4·9	10·3	15·3
	1962	7·1	3·9	11·0	6·1	10·8	16·9
	1961	6·9	4·0	11·0	5·5	9·1	14·5
West Africa	1963	4·1	2·9	7·0	3·5	4·5	8·0
	1962	4·6	4·2	8·8	4·2	4·3	8·5
	1961	4·6	4·8	9·4	5·0	4·0	8·9
Other Commonwealth countries	1963	3·0	2·5	5·5	2·2	1·5	3·7
	1962	3·3	4·2	7·5	2·6	2·6	5·2
	1961	3·2	4·7	7·9	2·5	2·2	4·7
Foreign countries	1963	10·0	6·8	16·9	9·4	16·2	25·6
	1962	14·7	9·3	24·0	12·3	12·8	25·1
	1961	20·7	12·8	33·5	16·8	10·6	27·4
Central and South America	1963	1·5	0·6	2·1	1·3	0·7	2·0
	1962	1·8	0·7	2·5	1·6	0·8	2·3
	1961	2·1	0·8	2·9	1·7	0·7	2·4
South Africa (b)	1963	2·2	1·8	4·0	2·8	6·6	9·4
	1962	5·9	3·4	9·4	4·4	3·6	8·0
	1961	11·1	6·6	17·7	9·1	2·2	11·3
United States	1963	5·3	3·9	9·1	4·5	8·4	12·9
	1962	5·8	4·6	10·4	5·4	7·9	13·3
	1961	6·2	4·6	10·9	5·2	7·1	12·3
Other Foreign countries	1963	1·1	0·5	1·6	0·8	0·5	1·2
	1962	1·2	0·5	1·8	0·9	0·5	1·5
	1961	1·2	0·8	2·0	0·9	0·5	1·4
Country not stated	1963	0·5	0·3	0·8	0·1	2·0	2·0
	1962	0·1	—	0·1	0·1	—	0·1
	1961	0·7	0·4	1·2	1·6	1·9	3·5

(a) Residence for more than a year is treated as 'Permanent Residence' for the purpose of this classification.
(b) South Africa seceded from the Commonwealth on June 1, 1962. Most South Africans became aliens and are therefore excluded from the table from this date. To simplify presentation, South Africa is shown under Foreign Countries for all three periods covered by the table.

percentage increase over 1962 being 16 per cent and 14 per cent respectively.

Irish Republic

Total passenger movement between the United Kingdom and the Irish Republic in 1963 increased by 4 per cent compared with 1962, after a fall of 2 per cent between 1961 and 1962. Air traffic rose by 13 per cent while the sea traffic declined by 3 per cent.

Future arrangements for publication

Following the amendment of the Merchant Shipping Regulations, sea cards will no longer be required for Commonwealth citizens travelling on the long sea routes, so that statistics which distinguish migrants from overseas visitors will no longer be available from this source.

Passenger movement statistics for each quarter comparable with tables 1, 2, 4, 5, 8 and 9 in this article are currently published in the *Monthly Digest of Statistics*, and the *Annual Abstract of Statistics* will include these figures in rather more detail than in the *Digest*.

The International Passenger Survey has been extended to the long sea routes as from January 1, 1964, and in due course the results of the sample survey for these routes will be published, with the results for the air and short sea routes, in the *Board of Trade Journal*.

Figures for migration to and from England and Wales will be published annually in the Registrar General's *Quarterly Return* for the third quarter.

Table 8. Passenger movement by sea between the United Kingdom and countries outside Europe and the Mediterranean sea

ANALYSIS BY COUNTRY OF ARRIVAL AND DEPARTURE

Thousands of passengers

Countries in which passengers landed or embarked	Year	To United Kingdom	From United Kingdom
Total, All countries	1963	250·5	295·7
	1962	275·9	286·8
	1961	288·9	280·4
Commonwealth countries	1963	118·1	164·5
	1962	142·0	156·9
	1961	157·6	161·5
Australia	1963	30·7	62·4
	1962	34·5	55·3
	1961	34·6	59·6
British West Indies and Bermuda	1963	9·9	13·4
	1962	17·6	11·3
	1961	23·8	8·9
Canada	1963	38·0	46·8
	1962	40·7	44·1
	1961	47·1	44·5
East Africa	1963	4·1	3·3
	1962	5·6	3·9
	1961	5·0	5·1
India, Pakistan and Ceylon	1963	8·3	7·5
	1962	11·5	8·0
	1961	14·1	9·0
Malaya and Singapore	1963	4·2	3·2
	1962	5·9	4·0
	1961	6·5	5·7
New Zealand	1963	10·8	15·8
	1962	11·5	16·6
	1961	10·9	14·9
West Africa	1963	7·3	8·4
	1962	9·9	9·3
	1961	9·7	9·7
Other Commonwealth countries	1963	4·6	3·6
	1962	4·8	4·4
	1961	5·9	4·1
Foreign countries	1963	132·3	130·8
	1962	133·6	129·7
	1961	131·2	118·9
Central and South America	1963	4·0	4·5
	1962	4·1	4·8
	1961	4·8	5·1
South Africa (a)	1963	26·5	31·9
	1962	26·5	28·2
	1961	30·8	24·9
United States	1963	87·5	80·3
	1962	90·1	84·3
	1961	82·7	76·7
Other Foreign countries	1963	14·3	14·1
	1962	12·9	12·4
	1961	12·9	12·2
Country not stated	1963	0·1	0·3
	1962	0·3	0·1
	1961	0·2	—

(a) Although South Africa seceded from the Commonwealth only from June 1, 1962, to simplify presentation it is shown under Foreign Countries for all three periods covered by the table.

Table 9. Passenger movement by air between the United Kingdom and countries outside Europe and the Mediterranean Sea

EXCLUDING PASSENGERS CARRIED IN AIRCRAFT CHARTERED BY BRITISH GOVERNMENT DEPARTMENTS

Thousands of passengers

Countries in which passengers landed or embarked	Year	To United Kingdom	From United Kingdom
Total, All countries	1963	725·9	737·6
	1962	663·2	641·6
	1961	608·6	562·1
Commonwealth countries	1963	313·9	317·4
	1962	301·3	275·1
	1961	292·3	245·8
Australia	1963	6·7	18·1
	1962	6·3	10·0
	1961	5·1	7·5
British West Indies and Bermuda	1963	25·5	20·5
	1962	40·8	20·1
	1961	46·5	15·7
Canada	1963	132·7	147·5
	1962	116·9	124·9
	1961	106·0	109·4
East Africa	1963	30·1	29·3
	1962	31·4	28·8
	1961	32·8	24·7
Federation of Rhodesia and Nyasaland	1963	15·1	15·0
	1962	14·2	14·1
	1961	13·6	12·2
India, Pakistan and Ceylon	1963	47·5	27·9
	1962	40·4	26·3
	1961	38·3	24·4
Malaya and Singapore	1963	9·5	10·8
	1962	9·0	10·1
	1961	9·3	10·3
West Africa	1963	32·1	32·3
	1962	31·8	31·0
	1961	30·9	33·0
Other Commonwealth countries	1963	14·7	16·0
	1962	10·5	10·1
	1961	9·8	8·5
Foreign countries	1963	412·0	420·2
	1962	361·9	366·5
	1961	316·4	316·3
Central and South America	1963	7·7	6·5
	1962	6·9	6·1
	1961	7·9	6·4
South Africa (a)	1963	12·7	17·5
	1962	11·5	13·3
	1961	10·9	11·1
United States	1963	374·4	380·2
	1962	329·2	333·8
	1961	286·5	288·8
Other Foreign countries	1963	17·3	16·0
	1962	14·4	13·3
	1961	11·1	10·0

(a) Although South Africa seceded from the Commonwealth only from June 1, 1962, to simplify presentation it is shown under Foreign Countries for all three periods covered by the table.

THE CONSUMER COUNCIL'S ADDRESS

The Consumer Council, set up by the Government in March 1963 as a result of the recommendation of the Molony Committee on Consumer Protection, has its offices at **3 Cornwall Terrace, N.W.1 (Tel. Hunter 1658 and 1659)** *and all correspondence and inquiries should be directed there. The Council should not be confused with the Consumer Advisory Council of the British Standards Institution, Orchard House, Orchard Street, W.1, which used to publish 'Shoppers Guide' but no longer exists. The address which appears in the current London telephone directory is incorrect.*

Table 10. Sea passenger movement by ports

Thousands of passengers

	Total			To United Kingdom			From United Kingdom		
	1963	1962	1961	1963	1962	1961	1963	1962	1961
Between the United Kingdom and the European Continent:									
All ports	5,838	5,278	5,030	2,923	2,647	2,544	2,915	2,631	2,486
Dover	3,512	3,048	2,794	1,757	1,535	1,400	1,755	1,513	1,393
Folkestone	936	896	840	482	460	451	454	436	389
Harwich	625	638	653	300	307	320	325	332	333
Hull	25	25	25	12	13	13	12	12	12
London	82	84	82	43	44	43	39	40	40
Newhaven	367	288	340	182	142	172	185	145	168
Southampton	146	146	143	73	71	70	74	75	74
Tyne ports	128	139	139	64	69	69	64	70	70
Other ports	17	14	14	10	7	7	7	7	7
Between the United Kingdom and Non-European countries:									
All ports	546	563	569	250	276	289	296	287	280
Bristol	1	2	2	1	1	1	—	1	1
Glasgow	1	2	2	—	—	1	1	1	1
Liverpool	86	86	88	37	39	42	49	47	45
London	92	98	123	43	46	57	50	52	65
Plymouth	2	7	8	2	5	8	—	2	—
Southampton	345	349	328	159	174	169	186	175	160
Other ports	18	19	19	9	10	11	9	9	8
Between the United Kingdom and the Irish Republic:									
All ports	1,345	1,382	1,464	676	699	744	669	683	720
Fishguard	249	252	270	124	126	136	125	126	134
Glasgow	50	53	56	25	27	29	25	26	27
Holyhead	771	797	844	388	404	431	383	394	413
Liverpool	261	268	284	132	136	143	129	132	141
Other ports	13	12	10	6	6	5	7	6	5

The London Diplomatic List

An alphabetical list of the representatives of Foreign States and Commonwealth Countries in London, together with the names of Ambassadors' wives, the addresses and telephone numbers of the Chancery and other offices of the Mission, and a list of the National days of each country represented.

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Table 11. Passenger movement by sea between the United Kingdom and countries outside Europe and the Mediterranean sea

FLAGS OF CARRYING VESSELS

Thousands of passengers

Nationality of passengers		FLAG									
		Total	United Kingdom	Rest of Sterling Area	Dutch	French	German	Norwegian	Panamanian	United States	Other Foreign
Total, All passengers:											
To United Kingdom	1963	250·5	177·3	0·4	16·3	12·3	4·0	2·1	5·9	11·7	20·4
	1962	275·9	194·5	0·4	18·0	13·8	3·7	2·0	6·4	12·7	24·4
	1961	288·9	207·1	0·3	19·3	7·4	4·6	2·1	6·8	12·4	28·9
From United Kingdom	1963	295·7	207·6	0·3	15·1	11·5	3·7	2·5	9·7	12·7	32·4
	1962	286·8	207·1	0·3	15·8	12·2	3·3	2·2	8·4	15·2	22·1
	1961	280·4	211·9	0·3	16·7	6·8	4·0	2·2	10·0	13·0	15·6
Commonwealth Citizens:											
To United Kingdom	1963	171·5	132·0	0·3	7·3	3·5	1·7	1·8	5·3	2·4	17·2
	1962	199·9	152·9	0·3	9·3	4·2	1·9	1·7	5·8	2·6	21·1
	1961	222·5	169·1	0·3	10·4	3·1	2·2	1·7	6·0	3·1	26·6
From United Kingdom	1963	225·3	165·9	0·3	8·2	4·1	1·8	2·0	9·4	2·8	30·8
	1962	216·2	167·5	0·3	9·0	4·2	1·7	1·8	7·9	3·0	20·7
	1961	220·4	176·2	0·3	9·7	3·4	2·2	1·8	9·5	3·1	14·3
Aliens:											
To United Kingdom	1963	79·0	45·4	—	9·0	8·8	2·3	0·3	0·6	9·3	3·2
	1962	76·0	41·6	—	8·7	9·6	1·8	0·3	0·6	10·1	3·3
	1961	66·4	38·0	—	8·9	4·2	2·5	0·4	0·7	9·3	2·3
From United Kingdom	1963	70·4	41·7	—	6·9	7·5	1·9	0·5	0·4	9·9	1·6
	1962	70·6	39·6	—	6·8	8·0	1·6	0·4	0·5	12·2	1·4
	1961	60·0	35·8	—	7·0	3·5	1·8	0·4	0·4	9·9	1·3

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Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1964	Stores	Location	Auctioneers
July 16	The sale will include timber and brick huts, cable and miscellaneous equipment.	Royal Air Force Stations, N. Luffenham, Polebrook and Harrington.	Richardsons (AFD1), 15 Barn Hill, Stamford. (Tel. Stamford 3315/2580).
July 20, 21, 22	The sale will include 10 timber and brick huts, cable, underground tanks, and miscellaneous equipment.	Royal Air Force Stations, Hemswell, Bardney, Caister, Coleby Grange and Ludford Magna.	John H. Walter & Sons (AFD1), 9/10 The Cornhill, Lincoln. (Tel. Lincoln 25454).
July 23	167 acres of land to be offered for sale by auction in 7 lots, including two T.2 hangars and other buildings, suitable for use as a storage depot.	Gamston Airfield, Retford, Notts.	Crampton, Sooby and Eastgate (AFD1), West Gate, Mansfield, Notts. (Tel. Mansfield 5717).
July 27	The sale will include 21 timber nissen and Seco huts, brick and concrete buildings, lamp standards, cable, telegraph poles, 3,000-gallon fuel tank, 3 x 250-gallon water tanks and miscellaneous stores.	Royal Air Force Station, North Pickenham	W. S. Hall & Palmer (AFD1), Watton, Thetford, Norfolk. (Tel. Watton 207).
July 30	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland (AFD1), Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
Aug. 13	Miscellaneous stores and equipment	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292).
Aug. 19	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).
Sept. 4	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).

Catalogues for the above sales may be obtained within fourteen days of the advertised dates of the sales on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. (*Postal Orders only*), all other catalogues free.

TENDER SALES

Tenders invited for the purchase and removal of:

(a) Frequency changers, switchboards, no break sets, heating, cooking and ventilation equipment, ducting, termination pillars, etc., at Rattlesden, Stowmarket, Suffolk.

(b) Approximately 11,000 yards of underground cable at Hemswell, Gainsborough, Lincs.

(c) Huts at Wittering (Nr. Peterborough), St. Athan (Barry, Glamorgan), York, Kinloss (Moray), Lerwick (Shetland), Wick (Caithness), Bicester and Brize Norton (Oxon), Milton (Nr. Abingdon) and Water Beach (Cambridge).

Apply within seven days of the date of this notice to Ministry of Defence (AFC.19a (Air)), Turnstile House, London, W.C.1, for Tender Forms, stating if (a), (b), or (c) is required.

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1964	Stores	Location	Auctioneers
July 16	Machine tools and miscellaneous stores	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).
July 21-23	Vehicles, earthmoving, road making and lifting equipment, trailers, plant ancillaries and spares, motor cycles, etc.	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
July 23	Plant, engineering and electrical stores, wireless and telephone spares, including:	Technical Stores Sub-Depot, Wem, Salop.	Hall, Wateridge & Owen (Dept. L), High Street, Shrewsbury. (Tel. 2081).

Diesel and petrol engined generator sets 50 kVA., 27½ kVA., 25 kW., 15 kVA., 5 kVA. and 1½ kVA.; charging sets 1,260 W. and 300 W.; five power units PE95G; Lister, Paxman, Petters and Rushton Hornsby spares; cylinder assemblies; fuel pumps; crankshafts; pistons; pressure gauges; silencers; starter motors; exhaust pipes; Meadows cylinder liners; Petters and Villiers engines; Industrial fork lift trucks; conveyancers, diesel and petrol engined; Ransome Electricar trucks; auto trucks; industrial trailers; box and cabin trailers; lifting jacks; telegraph poles; lead sheet and sleeves; mine detectors; lead acid batteries; steel sheet; sledge hammer heads; wire cutters; miners' lamps; diving equipment; jointers' tents; Warsop petrol hammer drills; pneumatic tools including Holman, Armstrong Whitworth, C.P.T., Atlas, McDonald and Climax drills; chipping hammers; corner drills; concrete breakers; drifters, wrenches and riveters; Lacy Hulbert diesel engined air compressors; petrol and electric driven compressors; pneumatic winches; reception sets PCR, AR88, R107; Ariel variometers; mains amplifiers; wave meters; frequency meters; installation kits; control units; transformer vibrators; supply units; voltage regulators; receivers' headgear; microphones; Truvox loudspeaking sets; canvas bags; telephone units; teleprinters and equipment; repeaters; keyboard testing networks; electric cable and connectors; battery charger control panels; petrol engined and electric driven water pumps; pump spares; armoured and canvas water hose; theodolites; levels and survey equipment; altitude barometers; scout and sighting telescopes; directors; range finders; pocket levels; compasses; prismatic, binoculars; watches; typewriters; drawing instruments, etc.

July 28-30	Vehicles, industrial equipment, machine tools, pocket watches and miscellaneous stores.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L). 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

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Exhibitions and Fairs

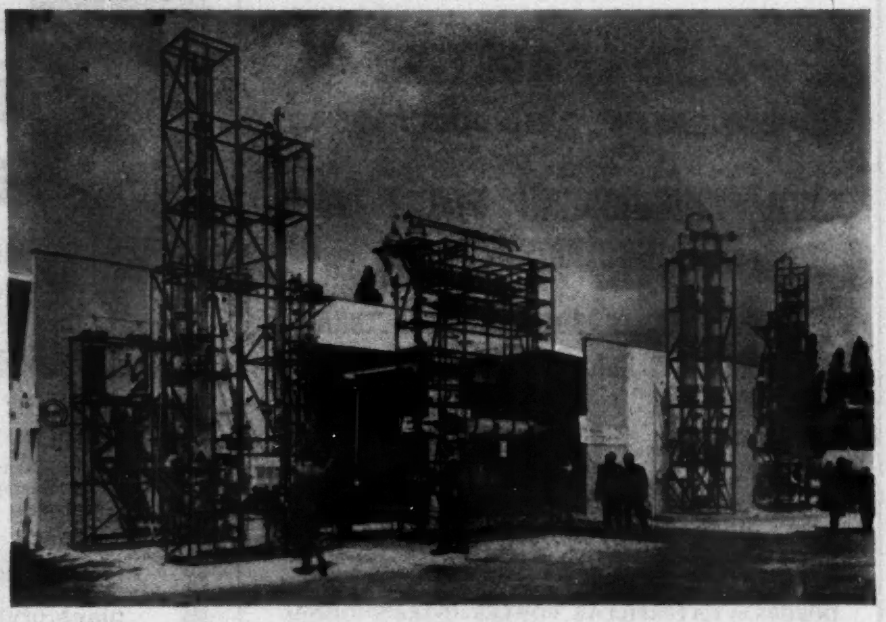
Record number of British firms at Frankfurt Chemical Show

IT WAS an all-time record when 80 United Kingdom firms participated in what is perhaps the largest exhibition of its kind in the world – the ACHEMA Chemical Engineering exhibition and congress – which again took place at its traditional site in Frankfurt am Main from June 19-27. For the first time the Board of Trade, in collaboration with the British Chemical Plant Manufacturers Association (BCPMA), organized a joint exhibit in which 18 of the association's member firms took part. The space available permitted them to show only relatively small items of chemical plant and engineering products but excellent use was made of functional models, animated diagrams and photographs. The BCPMA arranged a well-equipped information stand to answer any inquiries from exhibition and congress visitors about the British chemical engineering industry. During the first days of the exhibition, Mr. E. Melville, HM Minister (Economic) of the British Embassy in Bonn, visited as many as possible of the British exhibitors with whom he had interesting talks about their participation.

The exhibition and congress is held every three years and it is attended by chemical engineers, chemists, scientists and other experts in the petro-chemical field from many parts of the world and especially from Europe. This year some 125,000 visitors from 56 countries registered with the organizers for participation in the comprehensive Chemical Engineering Congress. Apart from the congress, visitors had at the same time the opportunity of seeing and studying latest developments in the sector of chemical engineering and processing techniques which were demonstrated and displayed by some 1,600 exhibiting firms from 23 countries. The exhibition was accommodated in 21 halls with a total space of just under one million square feet and in about 100,000 square feet of open-air space used mainly for showing large exhibits. Over 7,000 different types of chemical apparatus, plant, machinery and models representing a value of more than £10 million were on display.

The 80 United Kingdom firms formed the largest single contingent of any other foreign country represented at the ACHEMA exhibition. This reflects not only the high reputation which the British Chemical Engineering Industry enjoys throughout the world, but also the serious interest of this branch of industry in further expanding its already considerable share of world export business. Of the 61 British firms which exhibited individually in the various specialized sections many had successfully participated in this event on one or more occasions in the past. The United Kingdom Atomic Energy Authority again arranged an impressive exhibition stand on which scale models of nuclear reactors as well as samples of nuclear fuel elements, measuring instruments, isotope and radio-active material handling equipment, etc., were on display. As before, this stand aroused a considerable amount of interest among international nuclear experts.

The large majority of the British exhibitors were very satisfied with the value of their participation in this exhibition, and received inquiries from many German and foreign firms and individuals with whom they had had no previous dealings. It was also a good opportunity for them to renew personal contacts with existing customers from many parts of the world. Most of the British firms were thus enthusiastic about results and anxious to exhibit again at the next ACHEMA.



The combined stand of the Quickfit Group of companies at the 1964 ACHEMA, Frankfurtam Main (June 19-27), featuring a working display of chemical glassware.

British Design Exhibition in Moscow

THE COMPLETE LIST of exhibits for the British exhibition in Moscow, 'The Role of the Industrial Designer in British Industry' (see *Board of Trade Journal*, November 8, 1963, page 1033) was issued by the Council of Industrial Design on June 29.

Arrangements for the exhibition are being made by the Council of Industrial Design and the Central Office of Information on the British side, and the All Union Scientific Research Institute of Industrial Design on the Russian side.

Altogether some 250 products will be shown in the exhibition which opens in Moscow on August 20 for one month.

865 firms are interested in Denmark's British Week

TOP management representatives of over 100 British firms manufacturing goods for the consumer market met in the Great Western Hotel, Paddington, London (July 1) for a technical briefing in preparation for the British Week in Denmark (September 25 - October 4 next). The Week in Denmark follows the successful similar promotion held in Dusseldorf last May. The organizers are the Export Council for Europe, the Board of Trade and the British Embassy in Copenhagen.

Already 865 British firms, making goods ranging from foodstuffs and clothing to household equipment and furniture, have told the Export Council of their keen interest in this second new-style promotion designed to bring British manufacture to the point of retail sale in Western Europe.

This briefing meeting – the first of its kind ever organized in advance of a similar major British sales promotion abroad – was acclaimed as a useful and constructive preliminary to an export venture in Continental markets. Delegates suggested a repeat, if possible earlier, in advance of further Weeks to take place in 1966 in Amsterdam and Milan.

The delegates were given chapter and verse about the Danish market by a panel of speakers, including Mr. V. Schlutter, 40-year-old managing director of Crome and Goldschmidt (one of Denmark's biggest general stores) and Mr. P. Meisen, Chairman of the Danish Textile Import Agents Association.

Mr. Schlutter told them: 'You have 4½ million friends in Denmark. There is no language problem. Everyone you meet will be a friend. But if you want to export to Denmark and do regular business, you must make an effort to produce goods our store buyers can sell to suit the public's taste. So it's up to you.' Other speakers included Mr. G. F. Cole, managing director of Vono Ltd., and a member of the Export Council for Europe who spent seven days in Dusseldorf during the British Week in May. 'Among lessons manufacturers could learn from Dusseldorf,' he said, 'was that the greatness of the occasion for selling Britain and British goods was not fully realised until after the Week was over. Not enough United Kingdom businessmen went to Dusseldorf in person at the time. Those who did collected orders. Don't let us make this mistake next time', he said.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

Because of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date last published	Date next published
Outside Europe	*July 3*	*Oct. 2*
Europe	*June 5*	*Sept. 4*
United Kingdom	*May 1*	*Aug. 7*

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 2791, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Spain, Portugal, Irish Republic, Greece, Turkey, Middle East and West Africa; 2792, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of cost and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates event which is held annually at approximately the time stated.*

† indicates event which is held alternate years at approximately the time stated.

EUROPE

Additions:

AMSTERDAM: INTERNATIONAL HOTEL, CAFE AND RESTAURANT EXHIBITION (HORECAVA) – January 11-14, 1965.

* Apply, R.A.I. Gebouw N.V., International Tentoonstellinscentrum, Europaplein 8, Amsterdam.

GOTHENBURG: SWEDISH BOAT SHOW – February 11-21, 1965.

* Apply, A.B. Interexpo, Stampgatan 39, Gothenburg, C.

BRUSSELS: INTERNATIONAL CHOCOLATE, BISCUITS AND CONFECTIONERY EXHIBITION February 13-21, 1965.

† Apply, Salon International Chobisco, 206, Rue de Brabant, Brussels, 3. (Tel. Brussels 18.67.24).

PARIS: DOMESTIC ARTS EXHIBITION (ARTS MÉNAGERS) – March 1-21, 1965.

* Apply, Commissariat Général du Salon des Arts Ménagers, Palais de la Défense, 15 Avenue de la Division-Leclerc, Puteaux (Seine). (Tel. SAB 16.40).

DUSSELDORF: FASHION AND SALES WEEK (IGEDO) – March 21-24, 1965.

* Apply, John E. Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, Piccadilly, W.1. (Tel. Gerrard 7576).

FRANKFURT: INTERNATIONAL TRADE EXHIBITION OF SANITARY AND HEATING TECHNIQUES – March 28-April 4, 1965.

Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.1. (Tel. Central 5050).

DUSSELDORF: CLEAN AIR EXHIBITION – April 5-9, 1965.

* Apply, John E. Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7576).

DUSSELDORF: FASHION AND SALES WEEK (IGEDO) – May 2-6, 1965.

* Apply, John E. Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, Piccadilly, London, W.1 (Tel. Gerrard 7576).

OSLO: INTERNATIONAL SHIPPING EXHIBITION – May 14-30, 1965.

* Apply, Norges Varemese P.B. 130, Skoyen, Norway.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 30-September 3, 1964.

* Apply, LEP Transport, Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4. (Tel. Central 5050).

BERLIN: GERMAN INDUSTRIES FAIR – September 25-October 10, 1965.

* Apply, Berliner Ausstellungen, Hammarskjoldplatz 1-7, 1 Berlin 19.

DUSSELDORF: INTERNATIONAL CONGRESS AND EXHIBITION OF MEASURING INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 13-19, 1965.

Apply, John E. Buck (Trade Fair Agencies) Ltd., 47 Brewer Street, Piccadilly, London, W.1. (Tel. Gerrard 7575).

UNITED KINGDOM

Addition:

MANCHESTER: STATIONERY AND OFFICE EQUIPMENT TRADE FAIR – March 1-5, 1965.

* At Belle Vue. Apply, Stationers' Association of Great Britain and Ireland, 6 Wimpole Street, London, W.1. (Tel. Langham 9256/7).

TRADE FAIRS GUIDE

A new edition – the fifth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Promotion and Fairs Branch, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. Tel. Abbey 7877, Ext. 2765. (Ref. G.D. 1232/63).

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. J. White Shand, Prudhoe House, Prudhoe Street, Newcastle-upon-Tyne, 1. (Newcastle 28543 – Telex 53277).

EAST & WEST RIDINGS: Mr. T. J. Hunt, 42 Eastgate, Leeds, 2. (Leeds 30474 – Telex 55119).

NORTH MIDLAND: Mr. D. de M. Guilfoyle, Walton House, Granby Street, Nottingham. (Nottingham 46221 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, Block D, Government Buildings, Brooklands Avenue, Cambridge. Cambridge 58951 – Telex 81187).

LONDON & SOUTH EASTERN: Mr. A. E. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Government Building No. 3, Whiteknights, Reading. (Reading 61122. Telex 84126 – "for C.O.I.").

SOUTH WESTERN: Mr. W. J. D. Irving, 61/63 Queens Road, Bristol, 8. (Bristol 293761/2 – Telex 44203).

MIDLAND: Mr. R. Dean, Windsor House, Temple Row, Birmingham, 2. (Central 7234/9 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Coronation House, 1 New Brown Street, Manchester, 4. (Blackfriars 2286 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501).

ULSTER OFFICE: Director of Information, Government Information Service, Stormont, Belfast. (Belfast 63210).

WELSH OFFICE: Mr. Idris Evans, 42 Park Place, Cardiff. (Cardiff 30441 – Telex 49327).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Denmark and Czechoslovakia

A PROTOCOL CONCERNING trade between Denmark and Czechoslovakia was signed in Copenhagen on June 3, 1964. This protocol, which is within the terms of the long-term trade agreement signed in Copenhagen on September 3, 1962, covers trade in the period June 1, 1964 to May 31, 1965, and allows for Danish exports to the value of Kr. 102 million and Czech exports to the value of Kr. 107 million (rate of exchange is Kr. 19.34 = £1).

The main changes from last year's quota lists are that the figure for Danish exports of breeding cattle has been raised from Kr. 3 million to Kr. 4 million although that for pigmeat and fat has been lowered from Kr. 20 million to Kr. 19 million. The totals for canned fish, field seeds and pharmaceutical and allied products have been increased, but the quota for butter remains unchanged at 1,200 tons.

The Czech export quotas to Denmark include increases in the totals for steel tubes, iron and steel wire, rolling mill products and castings. There are some decreases in the total quota figures for chemicals and pharmaceuticals, machine tools and parts, and beer bottles. The quota for solid fuels remains fixed at 10,000 tons.

Inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449 and 450).

Italy and Rumania

A PROTOCOL to the long-term Italo-Rumania trade agreement of 1961, was signed in Rome on June 5, establishing lists of goods to be exchanged for the period January 1 to December 31, 1964.

The level of goods exchanged on both sides has been increased for a majority of the items, particularly for foodstuffs and agricultural products imported into Italy from Rumania. Among new items to appear are the following:

Italian imports from Rumania: pyrites, certain non-metallic minerals, sanitary ware, chemical and other industrial plant, and the temporary import of residues of petroleum and shale oils, for transformation in Italy.

Italian exports to Rumania: ion exchangers, certain pharmaceuticals and chemicals, including intermediary products for dyestuffs; semi-manufactures of copper.

The Italian text of the quotas can be seen at Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London. E.C.4. (Tel City 5757, Ext. 450). Reference CRE 3579G.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Oil strainers for Iran

Destined for the oil fields of the Iranian Oil Services Limited, Khang Island, Iran, these 23 crude oil strainers undergo final inspection at the Basildon factory of W. and E. Moore Ltd., where they were constructed for Gilbarco Ltd. The strainers will operate in conjunction with Brodie meters and will have a maximum throughput of 13,000 barrels per hour. Each unit weighing 1½ tons, operates at a pressure of 150 lbs. per square inch. The internal straining screens are of stainless steel. The approximate value of the order to Gilbarco is £110,000.

Chinese legislation on trade marks

THE Central Administration of Industry and Commerce have ruled that certain parts of the Trade Mark Control Measures of April 10, 1963 and the related Enforcement Rules (English translations of which are available for inspection in the Patent Office Library Annexe) are not applicable to foreign companies who apply for trade mark registration in China. The parts which do not apply are:

Control Measures

Article 2 (paragraph 2)
Article 5 (last sentence), i.e. the provision that no foreign words may be used on trade marks
Article 10
Article 13 (last sentence)

Enforcement Rules

Articles II, III, IV and XIII

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government, The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

Reports on overseas markets in the Export Service Bulletin

IN THE *Board of Trade Journal* of April 10, 1964, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period April-June 1964 inclusive.

These Market Reports are prepared by H.M. Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases, they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433). Information for United Kingdom Exporters will be found on page 96.

MARKET REPORTS (BY COUNTRY)

Country	Commodity	Bulletin No.
Australia	Knitting machinery	69/64
Austria	Wool fabrics for clothing	93/64
Canada	Agricultural machinery and equipment	84/64
Canada	Components for radio, television and record changers	75/64
Greece	Insecticides, pesticides, fungicides, etc.	106/64
Hong Kong	Lifts and escalators	115/64
Italy	Biscuits	114/64
Italy	Steel tubes and steel fittings	113/64
Jamaica	Leather	91/64
Jordan	Livestock and poultry	101/64
Lebanon	Generating plant and equipment	107/64
Malaysia and Brunei	Household textiles	126/64
Netherlands, The	Men's and boy's ready-made outerwear	96/64
Netherlands, The	Printers' machinery, bookbinding, papermaking and converting machinery	102/64
New Zealand	Infants' and babies' wear	94/64
Nigeria	Chemicals and dyestuffs used in the textile industry	123/64
Nigeria	Imported foodstuffs	127/64
Nigeria	Motor-cycles	112/64
Norway	Buttons	121/64
Pakistan	Air-conditioning equipment	98/64
Paraguay	Motor cars	64/64
Switzerland	Fashionwear	66/64
Switzerland	Optical instruments industry and trade	117/64

MARKET REPORTS (BY COMMODITY)

Commodity	Country	Bulletin No.
Chemicals and allied products, oils fats, greases and paints:		
Chemicals and dystuffs used in the textile industry	Nigeria	123/64
Insecticide, pesticide, fungicide, etc.	Greece	106/64
Clothing:		
Fashionwear	Switzerland	66/64
Infants' and babies' wear	New Zealand	94/64
Men's and boys' ready-made outwear	The Netherlands	96/64
Foodstuffs, beverages, produce and tobacco:		
Biscuits	Italy	114/64
Imported foodstuffs	Nigeria	127/64
Hard haberdashery:		
Buttons	Norway	121/64
Iron and steel:		
Steel tubes and steel fittings	Italy	113/64
Leather and imitation leather:		
Leather	Jamaica	91/64
Livestock and appliances and equipment etc.:		
Livestock and poultry	Jordan	101/64
Machinery and plant:		
Equipment – air conditioning	Pakistan	98/64
Generating plant and equipment	Lebanon	107/64
Lifts and escalators	Hong Kong	115/64
Machinery and equipment – agricultural	Canada	84/64
Machinery – knitting	Australia	69/64
Machinery – printers: Machinery – bookbinding, papermaking and converting	The Netherlands	102/64
Radio apparatus:		
Components for domestic radio, television and record changers	Canada	75/64
Scientific and optical instruments including those working by electricity:		
Optical instruments industry and trade	Switzerland	117/64
Textiles including yarns etc.:		
Household textiles	Malaysia and Brunei	126/64
Wool fabrics for clothing	Austria	93/64
Vehicles and parts:		
Motor cars	Paraguay	64/64
Motor-cycles	Nigeria	112/64

Export Service Bulletin

DURING the quarter ended June 30, 1964, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433).

Quarter ended June 30, 1964

Commodity heading	*No. of inquiries*
Aircraft and watercraft	74
Boots, shoes and slippers	23
Brushes and brooms	19
Building supplies	116
Ceramic products	34
Chemicals, oils, fats, greases and paints	247
Clothing	83
Contracts	265
Domestic appliances	95
Druggists sundries	21
Drugs, pharmaceutical preparations	78
Electrical machinery and apparatus	756
Fancy goods	44
Foodstuffs, beverages, produce and tobacco	98
Furniture and floor coverings	39
Glass and glassware	28
Iron and steel	449
Jewellery and cutlery	42
Leather and imitation leather	27
Machinery and plant (including machine tools)	1,053
Medical and surgical appliances and equipment	110
Mineral products	69
Non-ferrous metals	153
Office machinery and equipment	52
Paper, printed matter and stationery	133
Photographic and cinematographic apparatus and requisites	26
Plastics materials	51
Prefabricated houses and buildings	10
Radio apparatus (including television receivers, record players and tape recorders)	100
Railway and tramway rolling stock	111
Rubber manufacturers	69
Scientific and optical instruments	171
Sports goods	30
Textiles	229
Timber and wood manufacturers	23
Tools, hand and engineers small (including portable power tools)	82
Toys, games and model engineering	27
Vehicles and parts	205
Watches and clocks	6

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H 35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Extension 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

Tender documents are available on loan in those cases marked with an asterisk.*

ARGENTINA

Argentine State Oilfields:
Oil Additives. July 24. E.S.B. 19480/64.
Synthetic Catalyser. July 23. E.S.B. 19481/64.

AUSTRALIA

Distance Measuring Equipment for Department of Civil Aviation. (Further Information.) August 18. E.S.B. 16843/64.*
Generating Plant and Equipment for Metropolitan Water Sewerage and Desining Board. September 15. E.S.B. 19419/64.*
Meteorological Equipment for Government Department of Supply. July 30. E.S.B. 19497/64.*
Spanners for Postmaster-General's Department. August 11. E.S.B. 18010/64.*
Transformers for Department of Works. August 18. E.S.B. 19714/64.*
Southern Electricity Authority of Queensland:
Transformers. August 5. E.S.B. 19730/64.
Transformers. September 23. E.S.B. 19468/64.
Transformers. September 2. E.S.B. 19729/64.

BURMA

Consultancy Service for Electricity Supply Board. September 15. E.S.B. 19144/64.*
People's Stores Corporation:
MS Channels and Angles. July 24. E.S.B. 19479/64.*
Nuts and Bolts. July 29. E.S.B. 19420/64.*
Door Fittings. July 29. E.S.B. 19421/64.*

CANADA

Transmission Towers for British Columbia Hydro and Power Authority. Early October. E.S.B. 19198/64.

CEYLON

Aluminium Foil for Milk Board. July 29. E.S.B. 19424/64.*
Ministry of Land, Irrigation and Power:
Air Conditioning Plant. August 11. E.S.B. 19435/64.*
Insulators. August 11. E.S.B. 19434/64.*
Government Stores Department:
Steel Sheets. September 8. E.S.B. 19416/64.
Pressure Lamps. August 11. E.S.B. 19417/64.
Ministry of Public Works and Posts:
Truck Chassis. July 27. E.S.B. 19415/64.
Bituminous Mixing Plant. July 29. E.S.B. 19414/64.

COLOMBIA

Empresa Puertos de Colombia:
Railway Materials. August 15. E.S.B. 18850/64.*
Metal Wharf Piles. July 29. E.S.B. 19128/64.*
Electrical Materials. August 18. E.S.B. 19129/64.*
Wharf Construction Materials. August 13. E.S.B. 19130/64.*

CONGO REPUBLIC

Drugs and Pharmaceuticals for Depot Central Medical et Pharmaceutique. August 12. E.S.B. 19458/64.*

CYPRUS

Sub-station Transformers for Electricity Authority of Cyprus. September 2. E.S.B. 19496/64.

EGYPT

Desalting Plant for General Organization for Industrialisation. August 26. E.S.B. 19489/64.*
Radio Communication Equipment; Microwave Network; Trunk Cable Scheme for Radio Communications Administration of UAR. November 9. E.S.B. 19741/64.*
Egyptian Railways:
Chemical Materials. August 3. E.S.B. 19455/64.
Copper Cables and Wires. August 4. E.S.B. 19456/64.

FORMOSA

Central Trust of China:
Babbit Metal. (Further Information.) E.S.B. 14954/64.*
Bimetallic Tube. July 30. E.S.B. 19475/64.*
Round Bar. July 29. E.S.B. 19482/64.*
Steel Tube. August 7. E.S.B. 19483/64.*
Milling Machine. July 29. E.S.B. 19748/64.*
Wrench Sockets. July 24. E.S.B. 19772/64.*
Injection Pump Test Bench. July 27. E.S.B. 19775/64.*
Duplex Tubes. July 30. E.S.B. 19743/64.*
Dial Thermometer; Boiler Soot Blower Parts. July 27. E.S.B. 19744/64.*
Elevator. July 24. E.S.B. 19745/64.*
Railway Equipment: Steel Plates. August 3. E.S.B. 19746/64.*
Multi-Purpose Separator. July 30. E.S.B. 19747/64.*
Cable. July 31. E.S.B. 19751/64.*
Diesel Engine (Re-issue of Tender). July 30. E.S.B. 14664/64.*
Roller Bearings. July 31. E.S.B. 19473/64.*
Sweeper. July 31. E.S.B. 19474/64.*
Tube and Tube Sheet. July 30. E.S.B. 19485/64.*
Raw Materials for Oil Paint. July 29. E.S.B. 19472/64.*
Air Compressor. July 29. E.S.B. 19476/64.*
Methyl Bromide. July 27. E.S.B. 19486/64.*
Welding Rod. July 29. E.S.B. 19770/64.*
Drilling Machine. July 28. E.S.B. 19773/64.*
Cell and Battery Components. July 30. E.S.B. 19774/64.*

FRANCE

Constructional Project for Direction General des Services Techniques. July 24. E.S.B. 19600/64.
Constructional Project for Ministere des Travaux Publics et des Transport. July 24. E.S.B. 19465/64.

GHANA

Pumps: Generating Plant for Ghana Supply Commission. (Further Information.) July 31. E.S.B. 18025/64.*

GREECE

Steel Items for Hellenic State Railways. August 7. E.S.B. 19132/64.*
Ministry of Trade:
Tyres and Tubes. August 20. E.S.B. 19137/64.*
Oxidising Machine. August 20. E.S.B. 19138/64.*
Book Binding Machinery. July 27. E.S.B. 19139/64.*
Soil Testing Equipment. August 17. E.S.B. 19142/64.*

HONG KONG

Chemicals for Government Stores Department. August 7. E.S.B. 19707/64.*

INDIA

Fire Protection Equipment for UP State Electricity Board. August 17. E.S.B. 19193/64.
Motor Grader for Andhra Pradesh State Electricity Board. July 30. E.S.B. 19402/64.
Pipe Bending Machinery for Fertilizer Corporation of India Ltd. August 10. E.S.B. 19732/64.
Route Relay Interlocking for Western Railway, Bombay. (Further Information.) E.S.B. 15299/64.*
Switchgear and Accessories for Madras State Electricity Board. August 4. E.S.B. 19192/64.*
Director-General, Supplies and Disposals:
Crushing Machine. August 11. E.S.B. 19200/64.*
Drilling Equipment: Engine Spares. July 31. E.S.B. 19731/64.*
Procurement Circle, Taiwara Township:
Electric Furnace. August 31. E.S.B. 19740/64.
Drill Rods. August 19. E.S.B. 19742/64.*
Micrometer Callipers. September 28. E.S.B. 19176/64.
Atomic Energy Establishment:
Flow Recorder (Controller System). August 7. E.S.B. 19765/64.
Meters. August 14. E.S.B. 19767/64.
Water Chilling Unit. July 21. E.S.B. 19768/64.
Steel Electrodes. July 22. E.S.B. 19759/64.
Steel Tubes. July 27. E.S.B. 19405/64.
Steel Plates. July 31. E.S.B. 19406/64.
Pipe Fittings. August 5. E.S.B. 19407/64.
Steel Tubes. (Further information.) Tender documents now available available. E.S.B. 19405/64.*
Steel Plates. (Further Information). Tender documents now available. E.S.B. 19406/64.*
Pipe Fittings. (Further Information.) Tender documents now available. E.S.B. 19407/64.*

IRAQ

Clothing for Ministry of Defence. July 26. E.S.B. 6437/64.*

Two sideloaders, manufactured by Lancers Machinery, Ltd., Leighton Buzzard, Bedfordshire, have recently been exported to Brazil. Prior to actual delivery one of the trucks, seen handling timber, had been on a three-week tour of the major industrial areas of Brazil. It demonstrated the latest handling techniques to a large number of potential users throughout the states of Sao Paulo, Santa Catharina, Parana and Rio Grande. Last year exports accounted for 68 per cent of the firm's total sales.

Dental Instruments for Ministry of Finance. August 9. E.S.B. 19197/64.
Consultancy Service for The Amanat Al Asimah Office of Lord Mayor. September 1. E.S.B. 19440/64.
Hydro Electric Power Station for Director General of Industrial Design and Construction. October 17. E.S.B. 10831/64.

IRISH REPUBLIC

Building Project for Monaghan Council Council. July 31. E.S.B. 19710/64.
Fire Engine for Wexford County Council. July 24. E.S.B. 19456/64.
Pier Construction for Office of Public Works. August 21. E.S.B. 19500/64.
Water Supply Scheme for Westmeath County Council. July 31. E.S.B. 19712/64.

LEBANON

Ministry of National Education:
Meteorological Equipment. August 11. E.S.B. 19786/64.*
Carpentry Equipment. August 11. E.S.B. 19787/64.*

MALAYSIA

Public Utilities Board:
Integrating Meters. July 28. E.S.B. 19797/64.
Lead Pipe. August 4. E.S.B. 19401/64.*

MOZAMBIQUE

Public Works Department:
Highway Resurfacing and Widening Project. August 4. E.S.B. 19777/64.
Lifts. July 21. E.S.B. 19188/64.
Ports, Railways and Transport Dept.:
Generating Sets. September 21. E.S.B. 19780/64.
Signalling Equipment. August 24. E.S.B. 19782/64.
Shovels. July 28. E.S.B. 19781/64.
Miscellaneous Rail Machinery. September 7. E.S.B. 19778/64.
Cold Storage Project. July 27. E.S.B. 8596/64.

NEW ZEALAND

Dunedin City Corporation:
Automatic Data Logging Equipment. August 7. E.S.B. 15558/64.*
Communication Equipment. August 7. E.S.B. 16332/64.*
General Post Office, Wellington:
Terminal Blocks. August 4. E.S.B. 19724/64.*
Towels. August 5. E.S.B. 19725/64.*
Surveying Equipment. August 3. E.S.B. 19727/64.*
Measuring Rules. July 31. E.S.B. 19728/64.*
Solder Wire. August 4. E.S.B. 19723/64.*
Sensitized Paper. August 5. E.S.B. 19726/64.*

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m. Monday to Friday.

NYASALAND

Central Tender Board:
Dustbins. July 24. E.S.B. 19195/64.
Steel Rods. July 24. E.S.B. 19177/64.*
Earthenware Pipes. July 24. E.S.B. 19179/64.*
Mattresses. July 24. E.S.B. 19178/64.*

PAKISTAN

Telegraph and Telephone Directorate:
Air Conditioning Equipment. (Further Information.) Tender documents now available. E.S.B. 18958/64.*
Rectifiers. July 30. E.S.B. 19185/64.*

PORTUGUESE WEST AFRICA

Geological Mapping Survey for Direccao Provincial dos Servicos de Geologia e Minas. Closing date not known. E.S.B. 19199/64.*
Locomotive Spare Parts for Ports, Railways and Transports Dept. July 21. E.S.B. 19189/64.

SOUTH AFRICA

State Tender Board:
Amplifiers. July 22. E.S.B. 19403/64.*
Camp Beds and Chairs. July 24. E.S.B. 19701/64.*
Roller Bending Machine. August 3. E.S.B. 19704/64.*
Radar Equipment. July 27. E.S.B. 19446/64.*
Urns, Stainless Steel. July 27. E.S.B. 19444/64.*

SOUTH VIETNAM

Circuit Breakers for Central Purchasing Authority. July 22. E.S.B. 19783/64.*

SOUTHERN RHODESIA

Chloroquine Tablets for Medical Stores, Salisbury. July 24. E.S.B. 19429/64.
Mild Steel Grating for Commissioner of Roads and Road Traffic. July 24. E.S.B. 19431/64.
Fire Extinguishers for Director of Works. July 24. E.S.B. 19432/64.
Textiles for Southern Rhodesia Tender Board. July 24. E.S.B. 19182/64.*
Government Central Stores:
Felling Axes. July 30. E.S.B. 19427/64.
Shovels. July 30. E.S.B. 19428/64.
Printing and Stationery Dept.:
Printed Labels. July 24. E.S.B. 19425/64.
Stationery. July 24. E.S.B. 19426/64.

SPAIN

Construction Projects for Junta de Obras y Servicios. July 21 and 22. E.S.B. 19412/64.
Excavators for Ministerio de Agricultura. July 29. E.S.B. 19737/64.
Ministerio de Obras Publicas:
Constructional Works. July 24. E.S.B. 19736/64.
Constructional Works. July 23 and 24. E.S.B. 19738/64.

SUDAN

Inert Cells for Ministry of Communications. August 18. E.S.B. 19733/64.*
Department of Stores and Equipment:
Cloth. July 30. E.S.B. 19734/64.
Greyboards. July 25. E.S.B. 19735/64.

THAILAND

Lightning Arresters for Metropolitan Electricity Authority. August 7. E.S.B. 19487/64.*
Photoelectric Polarimeter for Office of the Sugar Industrial Aid Fund. July 27. E.S.B. 19720/64.

TURKEY

State Hydraulic Works:
Epidiascope. July 22. E.S.B. 19793/64.*
Deep Canal Sprayer Unit. July 30. E.S.B. 19795/64.*
Laboratory Equipment. July 27. E.S.B. 19794/64.*
Turkish Maritime Bank:
Mobile Cranes. August 10. E.S.B. 19792/64.*
Valves. July 28. E.S.B. 19791/64.*
Steel Pipes. July 28. E.S.B. 19790/64.*
Ships Steering Gear: July 24. E.S.B. 19449/64.*

UNITED STATES OF AMERICA

Washington Public Power Supply System:
Power Supply Plant. July 31. E.S.B. 19732/64.
Elevators. July 31. E.S.B. 19788/64.

URUGUAY

Constructional Equipment for Ministry of Public Works. Closing date not known. E.S.B. 18605/64.*

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Agency and export opportunities, market reports, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

Afghanistan
Miscellaneous agencies. (E.S.B. 18710/64.)

Australia
Agency inquiry for school supplies; stationery. (E.S.B. 19638/64.)
Inquiry for confectionery boxes. (E.S.B. 19320/64.)
Inquiry for nuclear equipment and instruments. (E.S.B. 16173/64.)
Inquiry for control instruments, pipe couplings, processing equipment, tubing, valves. (E.S.B. 18476/64.)
Inquiry for beverages; catering equipment; gift novelties; hearing aids; sporting trophies. (E.S.B. 10669/64.)

Bahamas
Agency inquiry for laminates; pumps; sewage disposal units. (E.S.B. 19546/64.)
Agency inquiry for telephone cable. (E.S.B. 11429/64.)

Bahrain
Agency inquiry for radio and television sets. (E.S.B. 19274/64.)

Belgium
Agency inquiry for adhesive tape; paint brushes. (E.S.B. 19547/64.)
Manufacture under licence – fibre glass products. (E.S.B. 19223/64.)

Burma
Inquiry for raw materials for P.V.C. plant. (E.S.B. 18526/64.)

Canada
Agency inquiry for cake; preserves. (E.S.B. 18438/64.)
Agency inquiry for piece goods. (E.S.B. 19250/64.)
Inquiry for florists' sundries. (E.S.B. 19235/64.)
Inquiry for confectionery; foodstuffs. (E.S.B. 19640/64.)
Inquiry for tubing. (E.S.B. 19212/64.)
Inquiry for pipe; pipe piling; steel sheet piling. (E.S.B. 18927/64.)
Inquiry for doors; heavy hardware; materials handling equipment. (E.S.B. 18968/64.)
Inquiry for conduit; electrical fittings. (E.S.B. 18788/64.)
Inquiry for games; toys; model kits. (E.S.B. 16289/62.)
Inquiry for rubber; plastics. (E.S.B. 19008/64.)
Water Power Resources. (E.S.B. 3254/64.)

Ceylon
Inquiry for textile machinery. (E.S.B. 19850/64.)
Inquiry for electrical heating elements. (E.S.B. 19346/64.)

Colombia
Inquiry for gumlac; hardware; metals; industrial raw materials; steel products; tools. (E.S.B. 18783/64.)

Cuba
Inquiry for electrical plant and equipment for sack factory. (E.S.B. 18498/64.)

Denmark
Agency inquiry for filtering materials; water softening filters. (E.S.B. 19216/64.)

Formosa
Inquiry for electric cable making plant. (E.S.B. 29043/63.)

France
Agency inquiry for elastic gabardine; woollen and worsted suitings. (E.S.B. 19542/64.)
Agency inquiry for domestic radiators; plumbers' supplies; pumps. (E.S.B. 18912/64.)
Agency inquiry for glass; mirrorware. (E.S.B. 19659/64.)
Agency inquiry for artificial leather; shoe industry supplies. (E.S.B. 19534/64.)
Agency inquiry for waterproofing products. (E.S.B. 19505/64.)
Agency inquiry for boilers. (E.S.B. 19390/64.)
Agency inquiry for builders hardware; furniture hardware; plastics sheeting. (E.S.B. 34948/63.)
Agency inquiry for optical and ophthalmological instruments. (E.S.B. 19283/64.)
Agency inquiry for horticultural equipment. (E.S.B. 19279/64.)
Inquiry for furniture. (E.S.B. 19254/64.)
Inquiry for fabrics. (E.S.B. 19562/64.)
Market report on Brest and Saint Brieuc. (E.S.B. 18629/64.)
Market report on Chartres and the department of Eure et Loir. (E.S.B. 18158/64.)
Market report on Orleans and the Loiret. (E.S.B. 18104/64.)

India
Inquiry for textile mill plant and machinery. (E.S.B. 19323/64.)

Iran
Agency inquiry for cosmetics; fruit juice extractors; stationery; hair dryers; textiles – further information. (E.S.B. 13588/64.)

Iraq
Inquiry for materials and components for manufacturing heaters and cookers. (E.S.B. 17713/64.)
Inquiry for dry batteries; steel. (E.S.B. 19378/64.)
Inquiry for grain silos, grain drying and storage methods. (E.S.B. 18778/64.)
Government purchasing – local preferences. (E.S.B. 17996/63.)

Israel
Agency inquiry for combustion engines; non-ferrous rods; steel sheets; wire rope accessories. (E.S.B. 18730/64.)
Collaboration – motor vehicle components; thermostats. (E.S.B. 19321/64.)

Italy
Agency inquiry for aluminium; copper wire; machine tools; steel. (E.S.B. 19281/64.)
Agency inquiry for laboratory equipment; paper mill machinery; wire cloth. (E.S.B. 19033/64.)
Agency inquiry for waste paper. (E.S.B. 19207/64.)
Agency inquiry for construction materials; water proofing materials. (E.S.B. 19061/64.)
Miscellaneous agencies. (E.S.B. 11100/64.)
Inquiry for stannous chloride. (E.S.B. 19242/64.)

Jamaica
Agency inquiry for children's shoes. (E.S.B. 19379/64.)
Inquiry for automobile components and accessories; tools. (E.S.B. 19382/64.)

Kenya
Inquiry for copper tubing; corrugated iron sheets; elasticised material. (E.S.B. 19218/64.)

Korea
Inquiry for hospital equipment. (E.S.B. 18943/64.)

Malaysia
Agency inquiry for coffee. (E.S.B. 19040/64.)

Malaysia/Brunei
Market report on household textiles. (E.S.B. 11124/64.)

Mauritius
Inquiry for coir. (E.S.B. 19092/64.)

Mexico
Manufacture under licence – paper and paper board products. (E.S.B. 19300/64.)

Netherlands
Agency inquiry for brake linings. (E.S.B. 19506/64.)
Agency inquiry for plasticizers. (E.S.B. 19036/64.)

Nigeria
Market report on foodstuffs. (E.S.B. 6961/64.)

Norway
Agency inquiry for diesel equipment. (E.S.B. 18606/64.)

Poland/Turkey
Trade Agreement. (C.R.E. 5740/G.)

South Africa
Agency inquiry for clothing; fabrics; towels. (E.S.B. 19352/64.)
Agency inquiry for giftware. (E.S.B. 19344/64.)
Agency inquiry for machine tools. (E.S.B. 19362/64.)
Inquiry for woollen worsted textiles. (E.S.B. 19243/64.)
Inquiry for activated carbon; aluminium wool; antennae systems; electric motors and fans; electronic resistors; pumps. (E.S.B. 18287/64.)

Spain
Inquiry for canning machinery. (E.S.B. 18297/64.)
Inquiry for copper scrap and swarf. (E.S.B. 17971/64.)
Manufacture under licence – electronic controls. (E.S.B. 19029/64.)

Sudan
Agency inquiry for suitings. (E.S.B. 19025/64.)

Sweden
Agency inquiry for abrasive papers. (E.S.B. 19565/64.)

Switzerland
Agency inquiry for women's clothing. (E.S.B. 18274/64.)
Agency inquiry for dehumidification equipment. (E.S.B. 19504/64.)
Agency inquiry for synthetic quilting. (E.S.B. 19582/64.)
Inquiry for heating equipment; sanitaryware. (E.S.B. 19038/64.)

Thailand
Joint production ventures – civil engineering projects. (E.S.B. 13517/64.)

Turkey
Inquiry in respect of brewery projects. (E.S.B. 18617/64).

United States of America
Agency inquiry for packing materials. (E.S.B. 19324/64.)
Agency inquiry for men's footwear. (E.S.B. 19371/64.)
Inquiry for furnishing fabrics; furniture and raw materials. (E.S.B. 19691/64.)
Inquiry for boots; camping equipment; cutlery; fishing tackle; rainwear. (E.S.B. 19296/64.)
Manufacture under licence – food conveying equipment; hospital and laboratory equipment. (E.S.B. 19027/64.)

Venezuela
Agency inquiry for textile machinery. (E.S.B. 19278/64.)
Agency inquiry for agricultural implements; combustion engines; machine tools and accessories; electric motors; wood working machinery. (E.S.B. 19067/64.)

Classification Opinions

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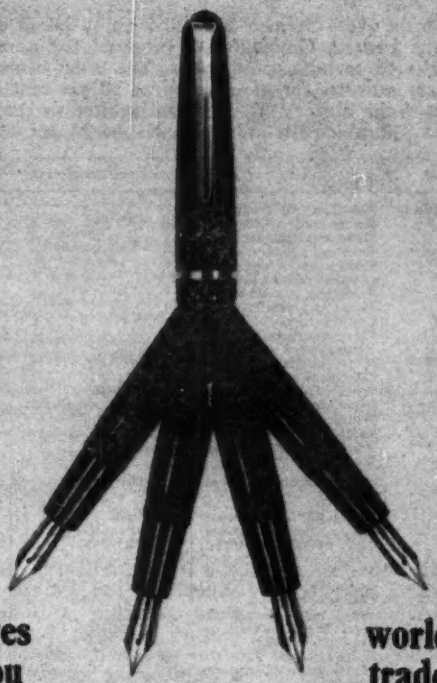

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Modifications to customs duties

THE FRENCH *Journal Officiel* of June 23 announced the reduction of duty from July 1 to August 15, 1964 inclusive, on the following items:

Tariff No.	Description	Reduced rate of duty
01.02	Live animals of the bovine species, including buffalo:	
	A. Domestic species:	
	II. Other than pure-bred:	
	(a) Bulls:	
	(1) Intended for slaughter	4·8%
	(b) Other:	
	(1) Intended for slaughter	4·8%
02.01	Meat and edible offals of the animals falling within heading Nos. 01.01 to 01.04 inclusive, fresh, chilled or frozen:	
	A. Meat:	
	II. Of animals of the bovine species:	
	(a) Domestic	6%

Duty quotas

THE FRENCH *Journal Officiel* of June 23 announced that the amount of the quota for the import of dried grapes (Tariff No. 08-04 BI) at a reduced duty of 3·2 per cent has been fixed at 4,430 quintals nett, for the period July 1, to December 31, 1964, inclusive.

Global quota for fresh apricots

THE FRENCH *Journal Officiel* of June 14 announced that during the period from June 15 to July 31, 1964, inclusive, fresh apricots (Tariff No. 08.07 A) may be imported into France free of quantitative restrictions. Imports must be effected under the procedure established by Notice No. 727 of November 25, 1961, relating to liberalized goods.

Importers must conform to Regulation No. 80/63/CEE of the Commission of the European Economic Community, dated July 31, 1963, concerning the control of the quality of fruits and vegetables originating in and imported from countries outside the European Economic Community.

The full French text of the above notices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

FEDERAL REPUBLIC OF GERMANY

Tariff reductions on manufactured goods

ON JUNE 26 the West German Bundestag approved an order giving effect to the Federal Government's proposal for a reduction of import duties on manufactured goods. The order came into force on July 1. It provides for a reduction of 50 per cent in the duty on imports from other EEC countries subject to the exceptions listed below, on which the reduction will be 25 per cent:

Tariff No.	Goods (abbreviated description)
40.07 A I and II	Vulcanized rubber thread.
41.02	Bovine cattle and equine leather.
41.03 B II	Sheep and lambskins, dressed.
41.04 B II	Goat and kidskins, dressed.
41.05	Other kinds of leather.
41.06	Chamois dressed leather.
41.07	Parchment dressed leather.
41.08	Patent and metallized leather.
42.03 B III	Leather gloves
ex 44.15	Plywood panels.
44.18	Reconstituted wood.
48.01 E II a	Straw paper and paper board.
48.04 B	Composite paper or paperboard.
48.16 A	Boxes of corrugated paper or paperboard.
48.16 B	Other boxes and containers of paper or paperboard.
51.04 B	Woven fabrics of artificial fibre.
53.05	Sheep or lamb's wool or other animal hair carded or combed.
53.06	Yarn of carded sheep or lamb's wool.
53.07 A I b ex 53.07 A II 53.07 B I b ex 53.07 B II	Yarn of combed sheep or lamb's wool.
53.11	Woven fabrics of sheep or lamb's wool.
55.05	Cotton yarn.
55.08	Terry towelling of cotton.
55.09	Other woven fabrics of cotton.
57.06	Yarn of jute.
57.10	Jute fabrics.
ex 58.02 A II	Cocoanut mats.
58.04 B I	Woven pile fabrics of wool.
ex 58.08 B	Net fabrics for fishing.
59.05	Nets and netting.
60.02	Knitted gloves.
ex 61.03	Men's cotton undergarments.
61.06 B I and II	Shawls, scarves, mufflers, etc.
64.02 A I	Heavy footwear.
ex 64.02 A II b	Footwear with leather uppers valued at DM.16 or less per pair; sandals and house shoes valued at DM.8 or less per pair.
66.01	Umbrellas and sunshades.
83.13	Crown corks.
84.41 A II	Domestic sewing machines.
ex 85.09 A	Electric lighting sets for bicycles.
87.12 A and B I	Parts and accessories for motor cycles.
98.01 B III d	Plastic buttons.

Rates of import duty applicable to third countries are reduced in some 320 cases where the external rate was higher than the Common External Tariff. The rate in these cases is brought down to the level of the Common External Tariff.

All inquiries regarding this announcement should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

IRISH REPUBLIC

Suspended duties on some iron and steel products

THE GOVERNMENT of the Irish Republic have made an Order entitled the Imposition of Duties (Iron and Steel Products) Order, 1964. The effect of the Order is to extend until December 31, 1964, the suspension of the customs duties on certain iron and steel products at Tariff Heading Nos. 73.10, 73.11 and 73.13, in so far as they apply to iron or steel bars, rods, angles, shapes, H and T sections, sheets and plates of certain sizes.

The suspension of the duty on I and U sections of iron or steel shown under Tariff Heading 73.11(B)(2) is not being continued and the duty came into operation as from July 1, 1964.

THE NETHERLANDS

Import duty tariff quotas

A NETHERLANDS Ministerial Order No. D4/4429 of June 10, 1964 (*Nederlandse Staatscourant* No. 110 of June 10), contains additions (reproduced below) to the list of goods to be admitted free or at a reduced rate of import duty up to an annual quota specified against each item when imported from **non-EEC** countries. Goods imported under the terms of this Order may **not** be re-exported from The Netherlands before they have undergone some form of further manufacture or treatment. (Cleaning, sifting, washing, dyeing, bottling, packing in bags, labels, etc., will not be regarded as having been further manufactured or treated.)

The order came into force on June 15, 1964.

ADDITIONS

Tariff No.	Description of Goods	Annual Quota (Quantity: Metric tons)		Duty-free or Reduced Duty (Per cent)	
		OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)	OLD (Prior to Jan. 1, 1964)	NEW (From Jan. 1, 1964)
ex 73.15 B IV b 1	Wire rod of stainless steel	—	262·5*	—	6
ex 73.15 B IV b 2	Bars and rods of stainless steel				
ex 73.15 B IV b 1	Wire rod of alloy steel ('sneldraaistaal')	—	65·625*	—	6
ex 73.15 B IV b 2	Bars and rods of alloy steel ('sneldraaistaal')				

* Quota for the period from February 15,1964, to December 31, 1964 (inclusive).

A previous notice on The Netherlands Import Duty Tariff Quotas was published in the *Board of Trade Journal* of May 29, 1964 (page 1,200).

DENMARK

Removal of import restrictions

THE DANISH AUTHORITIES have announced that from July 1, 1964, import licences will not be required for the goods listed below.

This notification will again amend the list of goods subject to licensing control, published on pages 362 to 364 of the *Board of Trade Journal* on August 16, 1963. A previous amendment, listing items liberalized as from January 1, 1964, appeared on pages 482 to 483 of the *Board of Trade Journal* on February 28, 1964.

Heading in the Customs Tariff	Item
19.05	Prepared foods obtained by the swelling or roasting of cereal products.
ex 19.08*	Wafers, cakes and 'Danish Pastry'.
ex 40.09	Piping and tubing of unhardened vulcanized rubber (rest of item).
ex 40.14	Mats, tightening fillets and strips, rubber bands, bungs, stoppers and rings for bottles, jars, etc. (rest of item).
86.01, 86.02, 86.03, 86.04	Locomotives, mechanically propelled railway and tramway coaches, etc.
ex 87.02, ex 87.03, ex 87.05	Ambulances and fire brigade vehicles and cabs and bodies for such vehicles (rest of item).

* Import licences are still required for the residual part of this heading, biscuits and rusks.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 458, 459 and 461).

EUROPEAN ECONOMIC COMMUNITY

Translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, P.O. Box 569, Cornwall House, London, S.W.1.

Regulation No. 127/63 Determining the categories of officials and other servants of the European Atomic Energy Community and the European Economic Community, to whom the provisions of Articles 11, 12, Second Paragraph, and 13 of the Protocols on the privileges and immunities of the Communities apply. Price 8d.
(This Regulation has also been published as Regulation No. 8/63/EURATOM).

Regulation No. 8/64 Concerning the incidence of the grant of a refund to producers on the levy system for starches, gluten and glucose. Price 8d.

Regulation No. 13/64 On the progressive establishment of a common organization of the market in milk and dairy products. Price 1s. 6d.

Regulation No. 16/64 On the progressive establishment of a common organization of the market in rice. Price 1s. 3d

CANADA

Customs tariff amendments and extensions

THE CANADIAN GOVERNMENT has issued an Order-in-Council P.C. 1964-941 effective on July 1, 1964, making certain changes in the Canadian Customs Tariff which are listed below. Additions to the Tariff are shown in italics and deletions are indicated by square brackets.

SCHEDULE A

Tariff Item	Description	British Preferential Tariff	Most Favoured-Nation Tariff	General Tariff
173 a	Parts for use in the manufacture of books entitled to entry under tariff item 173 (1) (Expires June 30, 1966)	Free	Free	10%
181 d	Paper in rolls, to be coated or impregnated with a duplicating preparation, and to be further manufactured into master units for use on spirit duplicating machines (Expires June 30, 1965)	Free	7½%	35%
187 f	Thirty-five millimetre positive colour print film for use in the production of thirty-five millimetre motion picture films and film strips from negatives (Expires June 30, 1965)	Free	Free	30%
187 g	*Sensitized film and sensitized paper in rolls not less than thirty inches in width for use in the manufacture of photographic films and photographic papers, under such regulations as the Minister may prescribe* (Expires June 30, 1965)	*Free*	*12½%*	*30%*
188 b	Plain basic photographic paper, baryta coated, for use exclusively in manufacturing albumenized or sensitized photographic paper (Expires June 30, 1965)	Free	Free	10%
216 e	Cadmium oxide [capric acid] *pelargonic acid*, triphenyl phosphite and octoic acid for use in the manufacture of stabilizers for vinyl synthetic resins (Expires June 30, 1966)	Free	Free	25%
220 g	*Emulsions containing materials in microcapsules for coating paper to be further manufactured into multicopy forms* (Expires June 30, 1965)	*10%*	*10%*	*25%*
246 f	Iron oxide for use in the manufacture of magnetic recording tape (Expires June 30, 1965)	Free	Free	22½%
247 a	(3) *Handles for use in the manufacture of artists' brushes* (Expires June 30, 1965)	*10%*	*10%*	*25%*
295 e	China clay, not further manufactured than bleached or ground, containing not more than 1% of a dispersing agent, for use in Canadian manufactures (Expires June 30, 1966)	Free	Free	25%
296 h	Talc for use in the manufacture of ceramic tile (Expires June 30, 1966)	Free	5%	25%
305 g	Slate, sawn on not more than two sides, for use in Canadian manufactures (Expires June 30, 1966)	Free	10%	35%
314 a	Graphite blocks exceeding forty in diameter and fifteen inches in thickness for use in the manufacture of moulds for casting wheels for railway vehicles, including locomotives and tenders (Expires June 30, 1965)	Free	5%	25%
326 c	(5) *Glass shapes not further manufactured than rough cut or unwrought for use in the manufacture of optical instruments* (Expires June 30, 1965)	*Free*	*Free*	*30%*

(Continued on next page)

CANADA, *continued*

Tariff Item	Description	British Preferential Tariff	Most Favoured-Nation Tariff	General Tariff
326 c	(6) *Plates, discs and blanks of germanium, silicon or other materials for infra-red or ultra-violet light transmission, not further manufactured than rough cut or unwrought, for use in the manufacture of optical instruments* (Expires June 30, 1965)	*Free*	*Free*	*25%*
347 c	Sponge and sponge briquettes, ingots, blooms, slabs, billets, *and castings in the rough*, of titanium or titanium alloys for use in Canadian manufactures (Expires June 30, 1966)	Free	Free	25%
347 d	Sponge and sponge briquettes, ingots, blooms, slabs, billets, *and castings in the rough*, of zirconium or zirconium alloys for use in Canadian manufactures (Expires June 30, 1966)	Free	Free	25%
354 d	Aluminium covered aluminium alloy wire or rod, 0·375 inch or less in diameter, for use in the manufacture of wire less than 0·25 inch in diameter (Expires June 30, 1965)	Free	Free	30%
355 *e*	*Nickel and alloys containing 60% by weight or more of nickel, in powder form, for use in Canadian manufactures* (Expires June 30, 1965)	*Free*	*Free*	*Free*
355 *d*	*Nickel or nickel alloys, namely: matte, sludges, spent catalysts and scrap, and concentrates other than ores, for recovery of the nickel or attendant by-products* (Expires June 30, 1965)	*Free*	*Free*	*Free*
379 d	Rods of iron or steel, in the coil, not more than 0·375 inch in diameter, for use in the manufacture of wire for wire fencing per ton (Expires June 30, 1965)	Free	Free	$5.00
380	Shapes or sections of iron or steel, not further manufactured than hot- or cold-rolled: (5) Locking ring and rim sections of iron or steel, hot-rolled, for use in the manufacture of wheel rim assemblies (Expires June 30, 1965)	Free	Free	20%
382 c	Sheet, of iron or steel, hot- or cold-rolled, over sixty inches in width, deep drawing, quality for use in the manufacture of bathtub body stampings (Expires June 30, 1965)	Free	Free	25%
397 c	Tubes of iron or steel, welded, not more than one-half inch in diameter, coated with metals, other than zinc, not polished, bent nor further manufactured, for use in Canadian manufactures (Expires June 30, 1965)	5%	12½%	30%
402 f	Wire, cold drawn, galvanized, tempered or not, in coils of not less than 3,000 feet, for use in the manufacture of flexible outer casing for speedometer cables (Expires June 30, 1965)	Free	Free	20%
415 a	Refrigerators, domestic or store, completely equipped or not: (iv) Refrigerator parts of aluminium; nickel-plated, electroplated or gilt refrigerator parts; all of the foregoing when for use in the manufacture of refrigerators enumerated in tariff items 415 a (i) and 415 a (ii) (Expires June 30, 1966)	12½%	20%	30%
425 d	Semi-pneumatic tyres and solid tyres, wholly or in part of rubber, for use in the manufacture of power lawn mowers (Expires June 30, 1965)	5%	10%	32½%
427	(9) Axles, channel assemblies, control valves and linkage engines, steering gear, transmissions, torque converters, and parts thereof, for use in the manufacture of industrial trucks commonly known as 'fork lift' or 'lift' trucks (Expires June 30, 1965)	Free	7½%	35%
427	(10) *Vane type hydraulic drive wheels, hydraulic pump and motor units, and parts thereof, for use in the manufacture of industrial trucks, commonly known as 'fork lift' or 'lift' trucks* (Expires June 30, 1965)	*Free*	7½%	*35%*
427 k	(3) Spiral bevel gears; hydraulic equipment; lubrication devices; clutches; *clutch-brakes*; drill chucks; collets and tool holders; all of the foregoing when of a class or kind not made in Canada; for use in the manufacture of goods enumerated in tariff items 427 k (1) and (2) (Expires June 30, 1966)	Free	Free	35%
427 r	Parts for use in the manufacture of machines commonly known as front-end loaders (Expires June 30, 1965)	Free	7½%	30%
428 j	*Reciprocating* natural gas engines, *of a class or kind not made in Canada*, for use in the manufacture of self-contained compressors (Expires June 30, 1965)	Free	7½%	30%
432 g	Aerosol containers of metal other than aluminium, and parts thereof, for use in Canadian manufactures (Expires June 30, 1965)	2½%	7½%	30%
438 k	Sheet or strip of iron or steel, aluminized, for use in the manufacture of mufflers, tail pipes and exhaust pipes for motor vehicles (Expires June 30, 1965)	Free	Free	20%
438 s	Parts for use in the manufacture of air and vacuum power brake *control* systems for motor vehicles and truck trailers (Expires June 30, 1965)	Free	Free	30%
438 w	Diode rectifiers for use in the manufacture of alternators or alternator generators for motor vehicles (Expires June 30, 1965)	Free	Free	35%
438 x	*Cold-rolled steel strip electroplated with copper, 0·032 inch or less in thickness, not more than three and one-half inches in width, for use in the manufacture of double wall brazed pressure tubing for motor vehicles* (Expires June 30, 1965)	*Free*	*Free*	*20%*
438 y	*Gasoline internal combustion engines, air-cooled, four cycle, transaxles, parts thereof, for use in the manufacture of golf cars* (Expires June 30, 1965)	*Free*	7½%	*35%*
445 t	Molybdenum rod and tubing for use in the manufacture of radio tubes and parts therefor (Expires June 30, 1965)	Free	Free	30%
445 u	Getters and getter assemblies for use in the manufacture of radio tubes and parts therefor (Expires June 30, 1965)	Free	Free	30%
445 z	*Parts for use in the manufacture of electric dry shaving machines or rectifier converters used in conjunction therewith* (Expires June 30, 1965)	*Free*	*Free*	*10%*
446 q	Metal parts for use in the manufacture of loose leaf binders (Expires June 30, 1965)	Free	12½%	35%
446 s	*Balls of stainless steel or tungsten carbide for use in the manufacture of ball point pens or refills therefor* (Expires June 30, 1965)	*Free*	*Free*	*25%*
462 j	Filled thermometer[s] *tubes of glass or glass fused or encapsuled to metal tubing*, not calibrated or numbered, without separate matching scales, for use in the manufacture of thermometers (Expires June 30, 1965)	Free	Free	30%
462 k	*Rangefinders, flash apparatus and exposure meters for use in the manufacture of cameras* (Expires June 30, 1965)	*Free*	*Free*	*10%*
561 g	Yarns, wholly of man-made fibres or filaments, 125 denier, for use in the manufacture of velvets but not less than, per pound (Expires June 30, 1965)	Free	Free	35% 28 cts.
562 k	Woven fabrics, in the web or with fused edges, wholly or in part of silk or wholly of man-made fibres or filaments, not coloured, for use in the manufacture of ribbons for typrwriters, calculators, and other office appliances (Expires June 30, 1965)	7½%	10%	45%
562 n	Fabrics, of a class or kind not made in Canada, for use in the manufacture of screens for printing (Expires June 30, 1965)	Free	Free	45%
567 a	Woven fabrics, wholly or in part of man-made fibres or filaments, in the web or with fused edges, of a type not made in Canada, for use in the manufacture of sails for boats and ships (Expires June 30, 1965)	Free	7½%	50%
596 a	Steel music wire for use in the manufacture of piano strings (Expires June 30, 1965)	10%	10%	30%
924 d	*Preforms containing fluorocarbon textile yarns and impregnated with phenol-aldehyde resin for use in the manufacture of ball joint suspensions for motor vehicles* (Expires June 30, 1965)	*Free*	*Free*	*25%*

Schedule B

Item Number	Goods	When subject to Drawback	Portion of duty (not including Special Duty or Dumping Duty) Payable as Drawback
1002	Steel sheets, hot- or cold-rolled, 0·064 inch or less in thickness and over sixty inches in both length and width, provided such sheets are stamped before slitting or cutting.	When used in the manufac- of stampings for automotive vehicles and imported on or before *June* 30, 1965	99%

UNITED STATES

Investigation on stainless-steel table flatware

THE UNITED STATES Tariff Commission have instituted an investigation, upon request of the President, in connection with the preparation of advice as to the probable economic effect on the domestic industry of reduction or termination of the quotas imposed under the escape clause procedure in 1959 on stainless-steel table flatware. The items covered by this investigation are described in items 927.50-927.54 in part 2A of the Appendix to the Tariff Schedules of the United States.

A public hearing will begin at 10 a.m. on September 15, 1964, in the Hearing Room, Tariff Commission Building, 8th and E Streets, N.W., Washington, D.C. The Secretary of the Commission should be notified in writing, at least three days before the hearing, by any interested parties desiring to appear and to be heard. In addition, it is understood that written submissions may be made to the Commission, preferably an original with 19 copies, under section 201.8 (d) of the Commission's Rules of Practice and Procedure.

Inquiries about this notice should be addressed to United States Branch, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

BARBADOS

Exemptions from import duty

THE BOARD OF TRADE have received a copy of an order which amends the Second Schedule to the Barbados Customs Tariff (Table of Exemptions from Import Duty) by the insertion of the following new paragraph:

> All articles imported or purchased out of bond for the building, repair or refitting of ships.

Inquiries about the above notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

MEXICO

Customs tariff changes (A)

THE MEXICAN *Diario Oficial* published a Decree on May 19, 1964, and effective the following day, changing the import duties of goods under various Tariff Headings as follows:

Tariff No.	Description	Unit	Duty	
			Pesos	*Ad val.*
510.00.02	Synthetic tanning extracts, of organic origin, derived from cresol, phenol or naphthalenes, except those included under heading 510.00.05	G.K.	0·10	+10%
510.00.05	Tanning extracts, with a basis of chrome basic sulphate, containing from 13% to 35% of chrome oxide and from 2% to 28% of sodium sulphate	G.K.	0·10	+12%

Customs tariff changes (B)

THE MEXICAN *Diario Oficial* of May 28, published amendments to a Decree published in the *Diario Oficial* of April 5, 1964 (see the *Board of Trade Journal* of May 5, 1964, pages 1248 to 1251). The amendments are as follows:

Tariff No. 743.00.16 Permanent Magnets should read:

743.00.28	Permanent Magnets	0.35	10%

Tariff No. 762.02.12. The rates of duty should read:

		0.40	10%
	For LAFTA countries	Exempt	6%

Import licensing (A)

THE MEXICAN *Diario Oficial* published on June 1, 1964, a ruling extending the requirements for a prior import permit to adipic acid when imported into the Free Zones. The ruling came into effect on the day of publication and affects the following goods:

Tariff No.	Description
501.00.62	Adipic acid, except the one included under tariff number 501.00.63.
501.00.63	Adipic acid, edible grade, registered as such before the Health and Welfare Department.

Import licensing (B)

THE MEXICAN *Diario Oficial* published rulings making goods under the following Tariff Numbers subject to prior import licence:

Tariff No.	Description
	Published May 8, 1964.
715.11.22	Machines or apparatus for welding, cutting or perforating metal by electrical means.
700.00.04	Generating units consisting of a motor and a generator (alternating or direct current) forming a unit weighing more than 2,500 kilograms provided they are coupled by a shaft or by gears.
735.06.08	Electric massage machines and apparatus.
892.03.00	Bats, of all sorts, for sports.
	Published May 29, 1964.
721.03.01	Circular stones for making grinding stones.
713.02.04	Tower cranes, with or without means of propulsion, with chassis or tripod supporting base. (Vehicles with internal combustion engine, factory-fitted with these cranes, shall be liable to separate duties.)
713.00.06	Extracting and recirculating water pumps, identifiable by means of a catalogue, for air-conditioning apparatus.
	Published June 1, 1964.
734.07.99	Separate parts for electric current meters, not specifically mentioned.
718.14.00	Holder and boxes for textile cards.
	Published June 3, 1964.
500.08.05	Monohydrated barium hydroxide (barium monohydrate), technical grade, 98·2% pure.
500.08.06	Barium sulphate, X-ray grade.
	Published June 4, 1964.
501.07.76	Tilia cinnamate (ethyl phenyl acrylate: cinnamic ester: cinnamilic ether).
501.07.77	Ethyl caprylate (ethyl octoate).
501.07.78	Ethylene glycol monobutylic ether (butyldigol).
501.07.79	Diethylene glycol monomethylic ether (methyldigol).
501.07.80	Diethylene glycol mono phenylic ether (phenyldigol).
501.07.81	Ethyl bromide (bromoethane).
501.07.82	Trilecyl phosphite.
501.07.83	Triphenyl phosphate.
501.07.84	Dibutyl sebacate.
501.07.85	Butyl stearate.
540.00.60	Benzoic aldehyde (benzaldehyde: benzoic hydride: benzene carbonal).

All the above changes are effective as of the days of publication in the *Diario Oficial*.

ARGENTINA

Modifications to import lists

ARGENTINE GOVERNMENT Decree No. 3.366 of May 11, 1964, adds the following items to the lists attached to Decree No. 5439/59:

Tariff No.	
4556	Include in List 5 (150% surcharge): Phthalate plasticizers, except esters of phthalylglycollic acid.
4756	Include in List 5 (150% surcharge): Chlorinated ('cloaradas') paraffins.
4258	Include in List 5 (150% surcharge): Citrate plasticizers.
4258	Include in List 5 (150% surcharge): Tartrate plasticizers.
4556	Include in List 5 (150% surcharge): Oleate plasticizers.
4556	Include in List 5 (150% surcharge): Epoxidized oils.
4259	Include in List 5 (150% surcharge): Lactate plasticizers.
4556	Include in List 5 (150% surcharge): Alkylaryl sulphates of phenol-cresol.
4556	Include in List 5 (150% surcharge): Polymeric plasticizers, alkyd type.
4556	Include in List 5 (150% surcharge): Fumarate plasticizers.
4556	Include in List 5 (150% surcharge): Maleate plasticizers.

(*continued on next page*)

ARGENTINA, *continued*

Exemption from import duties

HM EMBASSY at Buenos Aires report the issue of Argentine Government Decree No. 4428 of June 12, 1964, under the terms of which imports of fats, tallow, and fatty acids ('acidos palmitico, estearico y oleico') only are freed from the payment of import duties until December 31, 1964.

CHILE

Supplementary deposit regulations

IN ACCORDANCE with current regulations in Chile, supplementary deposits must be lodged with the Central Bank whenever the actual c.i.f. value of an import exceeds the amount for which it was originally registered with the Bank, if the difference is more than 5 per cent or United States $1,000 in value.

However, it has been reported by HM Embassy in Santiago that the Executive Committee of the Central Bank has ruled that, in the case of imports of phosphate fertilizers in bulk, the margin permitted will be 10 per cent or United States $10,000 in value.

AUSTRALIA

Revision of customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below:

New and amended by-laws

The following goods will be admitted under the By-law Tariff until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
ELECTRICAL APPLIANCES AND MATERIALS:		
Arresters, lightning, otherwise classifiable under Tariff Item 179 (K) (1) (a) suitable for use in electricity systems operating at a pressure of ·33 kv.	449 (A) (1)	Free
Transistors, mounted, and similar mounted devices incorporating semi-conductors, otherwise classifiable under Tariff Item 181 (J) (3) and parts therefor, viz.:		
Complete devices, viz.:		
Diodes:		
Germanium, water or forced air-cooled types.		
Microwave, suitable for use above 2,000 mcs.		
Silicon, with current ratings exceeding 500 milliamperes at 100° Centigrade, or exceeding 750 milliamperes at 75° Centigrade, for use otherwise than in equipment designed primarily for entertainment purposes, under security.		
Tunnel.		
Varactor, radio frequency type, suitable for use above 2,000 mcs.		
Zener.		
Photo-sensitive.		
Resistors, voltage dependant.		
Switches, NPNP or PNPN, being gated semi-conductor rectifiers.		
Transistors, silicon, viz.:		
R.F. type suitable for use at frequencies of 200 mcs. or higher, for use otherwise than in equipment designed primarily for entertainment purposes, under security.		
Power, having collector current ratings of 15 amperes or higher.		
Parts, viz.:		
Collector and emitter spheres or dots.		
Glass preforms being seals for housing assemblies.		
Housing assemblies incorporating glass to metal seals.		

Decisions on tariff classifications

THE AUSTRALIAN Department of Customs and Excise have announced the following decisions on the application of the Australian Tariff:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
FISH CRUSTACEANS AND MOLLUSCS (not including soup):		
Oysters, unfit for human consumption containing one or more cultured pearls preserved in brine and put up in airtight metal containers:		
To be classified as cultured pearls, unset	316 (A)	Free
GLASSWARE:		
Heat resisting, for cooking purposes NOTE: Saucepans (or skillets or buffets) the pan portion of which is fitted with handling lugs to which removable handles can be fitted are regarded as coming within the ambit of item 250 (E) (1). These goods are generally similar in design to a casserole dish and are usable either in the oven or on 'top of the range'. Saucepans exclusively designed for use on 'top of the range' and having more or less fixed handles are not covered by item 250 (E) (1). Illustrations have been forwarded to Collectors.	250 (E)	Various
MUSICAL INSTRUMENTS, MUSIC BOXES AND PARTS AND ACCESSORIES THEREFOR:		
Parts and accessories:		
Blower equipment comprising blower, generator, and motor, imported with and for use with pipe organs NOTE: Mechanical driving units incorporated in or forming part of a pipe organ classifiable under Tariff Item 363 (D), including apparatus for transmitting power from the driving units to the driven units, are to be charged duty at the rate applicable to the pipe organ in which they are incorporated or of which they form a part. (Ministerial Direction under Prefatory Note (12).*)	363 (D)	12½% *ad val*

* Prefatory Note No. 12

(a) Mechanical driving units and apparatus for transmitting power from such driving units to the driven units, when incorporated in or forming part of machines, machinery or machine tools, shall not, unless the Tariff specifically so directs, be dutiable under the Tariff Item applicable to the machines, machinery or machine tools in which they are incorporated or of which they form a part, but shall be dutiable under the Tariff Item or Tariff Items applicable respectively to similar mechanical driving units and to similar apparatus for transmitting power from such driving units to the driven units, when not incorporated in or forming part of machines, machinery or machine tools.

(b) Nothing in the last preceding paragraph shall apply to mechanical driving units or to apparatus for transmitting power from such driving units, when incorporated in or forming part of machines, machinery or machine tools to which the Minister directs, by notice published in the *Gazette*, that it shall not apply.

(c) For the purpose of the last two preceding paragraphs, the expression 'mechanical driving units' means any apparatus or appliance producing motive power and operated by means of steam, oil, electricity, petrol, air, water, alcohol or any other liquid or gas, and includes all devices for regulating starting or controlling such mechanical driving units, whether such devices be incorporated in or form part of the mechanical driving units or the driven units.

Customs by-law on chain or chains

IT IS REGRETTED that the revised Australian Customs By-law on Chain or Chains published on page 988 of the *Board of Trade Journal* dated May 1, 1964, was incomplete and should have read as follows:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
CHAIN OR CHAINS, otherwise classifiable under Tariff Item 194 (A) (2) (a) or (c), but not including: Conveyor or elevator chain or chains with a pitch not less than 1½ inches and not exceeding 24 inches Simple, duplex and triplex transmission chain or chains of roller or bush types with a pitch not less than ·375 inch and not exceeding 6 inches NOTE: In exclusions to Chain or Chains, etc. (conveyor or elevator chain or chains with a pitch not less than 1½ inches and not exceeding 24 inches) but Tariff Item 449 (A) (1) applies to such goods having a pitch less than 2 inches provided they are: in direct transit to Australia on April, 9 1964 and are entered for home consumption on arrival; or in bond in Australia on April 9, 1964 and are entered for home consumption on or before May 11, 1964.	449(A)(1)	Free

(*Continued on page* 106)

British commercial representative in Hong Kong

THE OFFICE of the British Trade Commissioner, Hong Kong, is now at 7th Floor, Shell House, Queens Road Central, Hong Kong.

The telephone number and the postal address are unchanged.

British Chambers of Commerce Overseas

(Telegraphic Addresses follow in italic)

ARGENTINE – British Chamber of Commerce in the Argentine Republic, Bartolome Mitre 441, Buenos Aires. *'Cambrit', Baires.*
BELGIUM AND LUXEMBOURG – British Chamber of Commerce for Belgium and Luxembourg, 204 Rue Royale, Brussels. *Brichacom.*
BRAZIL – British Chamber of Commerce in Brazil (Inc.), Rua da Conceicao 105, 22nd Floor, Groups 2201-2203, Rio de Janeiro, Caixa Postal 56-2C.-00, Rio de Janeiro. *Chambrit, Rio de Janero.*
British and Commonwealth Chamber of Commerce in Sao Paulo, Rua Barao de Itapetininga 275-7, Sao Paulo, Caixa Postal 1621, Sao Paulo. *Britchamb, Sao Paulo.*
CHILE – British Chamber of Commerce in the Republic of Chile (Inc.), Bandera 227-4, Piso-Of. 11/12, Casilla 536, Santiago. *Chambrit, Santiago.*
EGYPT – British Chamber of Commerce of Egypt (evacuated), 16 Catherine Place, London, S.W.1.
FRANCE – British Chamber of Commerce, France (Incd) 6, rue Halevy (Place de l'Opera), (Paris 9e). *Britomerce.*
Marseilles Regional Council of the British Chamber of Commerce, 2 rue Beauvau, Marseilles (1er) B.du R.
Bordeaux Regional Council of the British Chamber of Commerce, 25 Cours du Marechal Foch, Bordeaux.
GERMANY – British Trade Council, The Secretariat, c/o Commercial Department, British Embassy, Bonn.
INDONESIA – British Chamber of Commerce in Indonesia, Kali Besar Barat 1 (Second Floor), P.O. Box 543, Djakarta-Kota.
IRAQ – British Commercial Society in Baghdad, P.O. Box 43, Baghdad.
ISRAEL – Anglo-Israel Chamber of Commerce (Israel), 82 Allenby Road, Tel-Aviv. P.O. Box 1127, Tel-Aviv.
ITALY – British Chamber of Commerce for Italy, 1/3 Via Tarchetti, Milan. *Britaly, Milan.*
JAPAN – British Chamber of Commerce, c/o Price Waterhouse & Co., Naka 9th Building, 14 Marunouchi, 2-Chome, Chiyoda-ku, Tokyo. P.O. Box 797, Central, Tokyo.
MEXICO – British Chamber of Commerce in Mexico, Plaza de la Republica 43-303, Mexico 1, D.F.
MOROCCO – British Chamber of Commerce for Morocco, Place du 16 Novembre, Casablanca. *Britcommer.*
NETHERLANDS – Anglo-Dutch Trade Council, 45 Raamweg, The Hague.
PORTUGAL – British Chamber of Commerce in Portugal, Rua Victor Cordon 4, Lisbon, 2.
Madeira – British Chamber of Commerce Inc., 13 Rua 5 de Janho, Funchal.
SPAIN – British Chamber of Commerce for Spain, Marques de Valdeiglesias 3, Madrid, 14 *and* Paseo de Gracia 11, Barcelona, 7. *Britcom.*
Canary Islands – British Chamber of Commerce Inc., P.O. Box 72, Las Palmas.
SWEDEN – British-Swedish Chamber of Commerce in Sweden, Hovslagargaten 5b, Stockholm C.
SWITZERLAND – British Swiss Chamber of Commerce, 1 St. Peter Strasse, Zurich, 1, *and* 1 Galeries Benjamin Constant, Lausanne. *Britannica.*
THAILAND – British Chamber of Commerce, 1041/1 Silom Road, Bangkok.
TUNIS – British Chamber of Commerce, 7 Place de la Victoire, Tunis.
TURKEY – British Chamber of Commerce of Turkey, Buildanlioglu Han, Necati Bey Caddesi No. 246, Galata, Istanbul. P.O. Box 190, Galata, Istanbul. *Brichamcom, Istanbul.*
UNITED STATES – British-American Chamber of Commerce, 355 Lexington Avenue, New York, 17, N.Y. *Briemcha, New York.*
British-American Chamber of Commerce of the Pacific Southwest, 643 South Flower Street, Los Angeles, 13, California.
British-American Chamber of Commerce of the Midwest, Suite 935, 209 South La Salle Street, Chicago 3, Illinois.
British-American Chamber of Commerce, 310 Sansome Street, San Francisco, 4, California.
URUGUAY – British Chamber of Commerce, Calle Cerrito 420, P. 6 Esc. 605, Montevideo. *Britchumb, Montevideo.*

Further information about these Chambers of Commerce can be obtained from the Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4. (Telephone: City 7211).

Principal Commonwealth Chambers of Commerce

AUSTRALIA – Associated Chambers of Commerce of Australia, 79 London Circuit, City Canberra, A.C.T. *Ashercom, Canberra.*
CANADA – Canadian Chamber of Commerce Inc., Room 530, Board of Trade Building, Montreal, 1. *Canchamber.*
CEYLON – Ceylon Chamber of Commerce Inc., Chamber of Commerce Building, P.O. Box 274, Colombo. *Chamber.*
CYPRUS – Cyprus Chamber of Commerce and Industry, Astir Building, Ariadnis Street 23a, P.O. Box 55, Nicosia. *Chamber.*
EAST AFRICA – Association of Chambers of Commerce and Industry of Eastern Africa, P.O. Box 470, Nairobi. *Aschamcom.*
FEDERATION OF MALAYA – The Federated Malay States Chamber of Commerce, P.O. Box 192, Hong Kong and Shanghai Bank Building, Kuala Lumpur. *Commerce.*
GHANA – Ghana National Chamber of Commerce, P.O. Box 2325, Accra.
INDIA – Associated Chambers of Commerce of India, Royal Exchange, Calcutta, 1. *Assocham.*
NEW ZEALAND – Associated Chambers of Commerce of New Zealand, Dumbarton Building, 185 Willis Street, Wellington. *Vigilance.*
NIGERIA – Association of Chambers of Commerce in Nigeria, 35/37 Martins Street, P.O. Box 109, Lagos. *Commerce, Lagos.*
PAKISTAN – Karachi Chamber of Commerce and Industry, Chamber of Commerce Building, Wood Street, Box No. 4833, Karachi, 2. *Assochap.*
SIERRA LEONE – Chamber of Commerce of Sierra Leone, P.O. Box 502, Freetown.
SOUTHERN RHODESIA – Associated Chambers of Commerce of Rhodesia, Chamber of Mines Building, 47 Gordon Avenue, Salisbury, S. Rhodesia, P.O. Box 1934.
WEST INDIES – Incorporated Chambers of Commerce of the British Caribbean, c/o Barbados Chamber of Commerce, Barbados.

Further information about the Chamber of Commerce movement in the Commonwealth can be obtained from Federation of Commonwealth and British Chambers of Commerce, 69 Cannon Street, London, E.C.4. (Telephone: City 4444, Ext. 118).

British Business Organizations Overseas

AUSTRALIA – Australia/British Trade Association, 578 Bourke Street, Melbourne, C.1. *Ausbritman, Melbourne.*
CANADA – British Trade Centre, 100 University Avenue, Toronto. *Britcan, Toronto.*
British Trade Centre, Arrowhead Building, 2100 Drummond Street, Montreal. *Calmanan.*
NEW ZEALAND – United Kingdom Manufacturers' and New Zealand Representatives' Association (U.K.M.A.N.Z.R.A.), 310 D.L. Building, Customhouse Quay, Wellington, C.1. *Transtrade.*
PERU – Peruvian-British Trade Centre, Camana 993, Fourth Floor, Lima.
SOUTH AFRICA – British Manufacturers' and Representatives' Association, 701/703 Southern House, corner Fox and Risik Streets, P.O. Box 3264, Johannesburg. *Union.*
VENEZUELA – Anglo-Venezuelan Trade Association, and the British Trade Promotion Centre, Apartado Del Este 5713, Edificio Sokoa, Oficina 7, Plaza Chacaito, Caracas. *Britrade, Caracas.*

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AUSTRALIA, *continued*

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in Customs Duties by the Australian Customs Tariff Proposals which came into effect on June 26, 1964. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties			New Duties		
		British Preferential	Most-Favoured-Nation	General	British Preferential	Most-Favoured-Nation	General
181	Electrical articles, etc.:						
	(G) Components of types suitable for use, or generally similar to those used, in radio and television transmitters or receivers or audioamplifiers, viz.:						
	[(3) Resistors, fixed or variable; fixed resistors combined in the one external covering with fixed capacitors or inductors . . . . . each or *ad val.* whichever rate returns the higher duty.]	½d. 27½%	1d. 45%	1d. 45%	(Under new item 181 (G) (3) (b))	No change	
	(3) *Resistors, fixed or variable; fixed resistors combined in the one external covering with fixed capacitors or inductors:*						
	(a) *High negative temperature coefficient resistors . . . . . ad val.*	(Under former item 181 (J) (3))	Various		27½%	45%	50%
	(b) *Other . . . . . each or ad val. whichever rate returns the higher duty.*	(Under former item 181 (G) (3))	No change		½d. 27½%	1d. 45%	1d. 45%
	[(J) Thermionic, cold cathode and photo cathode valves and tubes (including vapour or gas-filled valves and tubes, cathode ray tubes, television camera tubes and mercury arc rectifying valves and tubes, but not including valves covered by sub-item (I)); photo cells; transistors, thermistors and other semi-conductor devices; mounted piezo-electric crystals:						
	(3) Transistors, thermistors and other semi-conductor devices . . . each or *ad val.* whichever rate returns the higher duty.]	2s. 6d. 27½%	3s. 9d. 45%	3s. 9d. 45%	(Under new item 181 (J) (3))	No change	
	ad val.				27½% (Under new item 181 (G) (3) (a))	45%	50%
	(J) *Thermionic, cold cathode and photo cathode valves and tubes (including vapour or gas-filled valves and tubes, cathode ray tubes, television camera tubes and mercury arc rectifying valves and tubes, but not including valves covered by sub-item (I)); photo cells; mounted transistors and similar mounted devices incorporating semi-conductors; mounted piezo-electric crystals:*						
	(3) *Mounted transistors and similar mounted devices incorporating semi-conductors each or ad val. whichever rate returns the higher duty.*	(Under former item 181 (J) (3))	No change		2s. 6d. 27½%	3s. 9d. 45%	3s. 9d. 45%

Note: Specific rates are shown in Australian currency: £A125 = £ Sterling 100.

NEW ZEALAND

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into and report on the rates of import duty which should be imposed on heavy duty trailer axle assemblies (not including driven axles), comprising shaft, casing, hubs and brake drums. This is included in the following Tariff Item:

Item No.	Tariff and Statistical Items	Rates of Duty				
		British Preferential	Australian Agreement	Canadian Agreement	Most-favoured-Nation	General Tariff
733.300.5	Vehicles, n.e.i. (including trailers) not mechanically propelled, and parts thereof: Axles and axle boxes	Free	..	..	20%	25%

The public inquiry will take place in Wellington on Tuesday, August 25, 1964, in the Board Room, First Floor, New Zealand Law Society Building, Waring Taylor Street, Wellington. Typewritten statements of evidence (12 copies) should be lodged with Mr. N. V. Farrant, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than Tuesday, August 11, 1964. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The Society of Motor Manufacturers and Traders has been informed and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 8502/64.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

MALAYSIA (SARAWAK)

Prohibition of imports

THE BOARD OF TRADE have received a copy of the Sarawak Customs (Prohibition of Imports) (No. 2) Order (Amendment) Order, 1964, which amends the Customs (Prohibition of Imports) (No. 2) Order, 1963, by the addition of the following items:

to the Second Schedule,

6. Fresh eggs, other than by air, unless distinctly marked on the shell with the word 'imported'.

and to the Third Schedule,

9. All goods originating in or manufactured wholly in the Union of South Africa or any territory administered by the Union of South Africa.

Details of the Customs (Prohibition of Imports) Order, 1963, were published in the *Board of Trade Journal* of August 16, 1963, pages 372 and 373.

MALAYSIA (SINGAPORE)

Import restrictions

THE BOARD OF TRADE have been informed by cable that with effect from July 1, 1964, all imports into Malaysia (Singapore) of mild

(continued on next page)

steel round bars from all sources (including the Malaysian territories) must be covered by a specific import licence approved by the Department of Imports and Exports and Registration.

Import licences will be issued on application at 60 per cent of the applicant's proved imports for 1963 and will be issued at three-monthly intervals commencing July 1, 1964. Letters of credit should not be opened until the import licence has been approved. Existing licences were revoked unless the letter of credit was established before July 1, 1964.

SEYCHELLES

Customs tariff amendments

THE SEYCHELLES Government Supplement of May 7, 1964 contains a copy of the Customs Tariff (Amendment) (No. 3) Regulations 1964 which amends the Customs Tariff as follows:

Description of Goods	Duty how chargeable	Rate of Duty	
		General	Preferential
		Rs. cts.	Rs. cts.
Schedule A (Import duty)			
2. Ale, beer, cider, perry and porter:			
(a) in casks	Per hectolitre	95·00	77·00
(b) in bottles	Per litre	·86	·75
62. Perfumery	*Ad valorem*	46⅔%	30%
78. (a) Spirits, plain or compounded (except rum in casks)	Per litre	18·34	17·00
(b) Rum in casks	At proof as ascertained by Syke's hydrometer per litre	18·34	17·00
84. Toilet preparations and requisites other than combs, toothbrushes, toothpaste, nailbrushes and those already enumerated	*Ad valorem*	46⅔%	30%
90. Wines:			
(1) Still:			
(a) in cask or any vessel exceeding one litre in capacity:			
(i) Up to 14° by Dujardin Selleron's Ebullionmeter	Per hectolitre	135·00	133·00
(ii) Over 14° and not exceeding 16°	Per hectolitre	185·00	177·50
(iii) Over 16° and not exceeding 22°	Per hectolitre	185·00	177·50
For each additional degree or fraction of a degree over 16° up to 22°	Per hectolitre	15·00	14·33
Any such liquor containing more than 22° shall pay duty as spirits.			
(b) In bottle	Per dozen bottles each bottle not to exceed one litre	28·20	27·70
	Per dozen bottles each bottle not to exceed 5 decilitres	14·10	13·85
	Per dozen bottles each bottle not to exceed 2½ decilitres	7·05	6·92
(2) Sparkling:			
Champagne and other sparkling wines	Per dozen bottles exceeding one litre but not exceeding two litres	63·65	61·15
	Per dozen bottles not exceeding one litre	31·82	30·57
	Per dozen half bottles not exceeding 5 decilitres	15·91	15·28
	Per dozen quarter bottles not exceeding 2½ decilitres	7·96	7·63
58. 2 (c) Petrol, benzine and other motor spirits	Per 100 litres	32·20	32·20
83. B Cigarettes in packets not exceeding a weight of 85 grammes (3 ozs.)	Per 100	7·25	5·00
C Cigarettes in packets exceeding a weight of 85 grammes (3 ozs.)	Per kilo	41·33	35·95

Schedule B (Exemptions to duty)

The following new item is added to the list of items exempt from import duty:

45A Ships' fittings and equipment as follows:

Anchors, winches, shackles, sail cloth, life buoys, life jackets and life-rafts.

Schedule C (Export duty)

Description of goods	Duty how chargeable
4. Copra	An export duty levied on the f.o.b. price per ton at the following rates: 1. 5% in respect of copra produced on the outlying islands. 2. 6% in respect of copra produced on the inner islands. 3. 7% in respect of copra produced on Mahe.

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NORTHERN RHODESIA

Customs tariff changes

THE CUSTOMS AND EXCISE Act, 1955 (Amendment) (No. 2) Ordinance, 1964 amends the Northern Rhodesia customs tariff with effect from June 27. The items affected and the new rates of duty are as follows:

(Britain pays the column D Rate of duty)

Tariff Item	Goods	Duty A	Duty B	Duty C	Duty D
14	(1) Confectionery: plain or fancy of all kinds, compounded, made or preserved with sugar, sweetened chocolate, n.e.e., sweetmeats, crystallized fruits, candied or preserved ginger, and chow-chow:				
	(a) Sweetened chocolate slabs *ad val.*	30%	20%	20%	10%
	(b) Other . . *ad val.* or per lb.	30% £0 0s. 9d.	20% £0 0s. 6d.	20% £0 0s. 6d.	10% £0 0s. 3d.
		whichever duty shall be the greater			
26	Hops . . . *ad val.*	10%	5%	Free	Free
27	(1) Jams and honey . *ad val.*	30%	20%	20%	10%
	(2) Pudding and cake powders; jelly powders and squares *ad val.*	30%	20%	20%	10%
43	Sugar and sugar substitutes:				
	(b) Golden and maple syrup, and treacle . *ad val.*	30%	20%	20%	10%
46	Vegetables:				
	(a) Fresh or green, including pulses, n.e.e. . per lb.	£0 0s. 1d.	£0 0s. 1d.	£0 0s. 1d.	£0 0s. 1d.
	(b) Tinned or otherwise preserved including grains, fruits and pulses preserved as vegetables . *ad val.*	30%	20%	20%	10%
48	(1) Ale, beer and stout, all kinds, n.e.e., of strength exceeding 3% of proof spirit per imp. gal.	£0 9s. 3d.	£0 7s. 3d.	£0 7s. 3d.	£0 6s. 9d.
	(2) Cider and perry, all kinds, of strength exceeding 3% of proof spirit . per imp gal.	£0 2s. 6d.	£0 2s. 0d.	£0 2s. 0d.	£0 1s. 0d.
	(3) Opaque beer . per imp gal.	£0 0s. 8d.	£0 0s. 5d.	£0 0s. 5d.	£0 0s. 5d.
50	Spirits:				
	(a) (i) Liqueurs, cordials and mixed potable spirits (except bitters) exceeding 3% of proof spirit per imp. prf. gal.	£7 2s. 4d.	£5 14s. 0d.	£5 14s. 0d.	£5 14s. 0d.
	(ii) Bitters per imp gal.	£3 15s. 0d.	£2 13s. 0d.	£2 10s. 0d.	£2 10s. 0d.
	(b) Other spirituous liquors, exceeding 3% of proof spirit, n.e.e.:				
	(i) Brandy per imp. prf. gal.	£7 2s. 4d.	£5 14s. 0d.	£5 14s. 0d.	£5 14s. 0d.
	(ii) Gin . per imp. prf. gal.	£7 2s. 4d.	£5 14s. 0d.	£5 14s. 0d.	£5 14s. 0d.
	(iii) Whisky per imp. prf. gal.	£7 2s. 4d.	£5 14s. 0d.	£5 14s. 0d.	£ 5 14s. 0d.
	(iv) Other per imp. prf. gal.	£7 2s. 4d.	£5 14s. 0d.	£5 14s. 0d.	£5 14s. 0d.
	(c) Plain or rectified spirits per imp. prf. gal.	£7 2s. 4d.	£5 14s. 0d.	£5 14s. 0d.	£5 14s. 0d.
	(d) Rum per imp. prf. gal.	£7 15s. 8d.	£5 17s.0d.	£5 14s. 0d.	£5 14s. 0d.
	(e) Methylated spirits exceeding 3% of proof spirit:				
	(i) Coloured methylated spirits per imp. prf. gal.	£0 2s. 0d.	£0 1s. 3d.	£0 1s. 3d.	£0 1s. 3d.
	(ii) Other per imp. prf. gal.	£7 2s. 4d.	£5 14s. 0d.	£5 14s. 0d.	£5 14s. 0d.
	NOTES:				
	(1) For the purpose of paragraphs (b) and (d) of this item no allowance will be made for underproof in excess of 22%.				
	(2) Coloured methylated spirits means unsweetened and unflavoured spirits methylated by such means as may be prescribed by regulations for the preparation of coloured methylated spirits produced within the Territory to every hundred gallons of which has been added three-eighths of one gallon of mineral naphtha (petroleum oil) and not less than one-fortieth of an ounce by weight of powdered methyl violet dye.				
52	Wines:				
	(a) Still wines, not exceeding 25% of proof spirit per imp. gal.	£0 4s. 0d.	£0 10s. 0d.	£0 10s. 0d.	£0 10s. 0d.
	(b) Still wines, exceeding 25% of proof spirit, but not exceeding 50% per imp. gal.	£1 0s. 0d.	£0 14s. 0d.	£0 14s. 0d.	£0 14s. 0d.
	(c) Sparkling wines per imp. gal.	£1 13s. 0d.	£1 3s. 0d.	£1 3s. 0d.	£1 3s. 0d.
	NOTES:				
	(1) Wines containing less than 3% of proof spirit are not included in the above, and wines containing more than 50% of proof spirit are classified as spirits.				
	(2) Wines having an absolute gaseous pressure exceeding 50 lb. per square inch at a temperature of 80°F and wines having an absolute gaseous pressure of 50 lb. per square inch or less at a temperature of 80°F. shall be classified as sparkling wines and still wines respectively.				
54	Cigarettes . . per lb. and in addition *ad val.*	£0 16s. 3d. 15%	£0 14s. 3d. 15%	£0 14s. 3d. 15%	£0 14s. 3d. 15%
57	Tobacco, manufactured:				
	(a) Cigarette . . per lb.	£0 11s. 3d.	£0 9s. 3d.	£0 9s. 3d.	£0 9s. 3d.
61	(1) Blankets and rugs, blanketing, n.e.e. and sheets of a type commonly used as blankets or rugs . . *ad val.* or per lb.	30% £0 1s. 3d.	20% £0 0s. 10d.	20% £0 0s. 10d.	10% £0 0s. 5d.
		whichever duty shall be the greater			
	(2) Raw blanketing and raw blanket cloth, n.e.e. *ad val.* or per lb.	30% £0 1s. 3d.	20% £0 0s. 10d.	20% £0 0s. 10d.	10% £0 0s. 5d.
		whichever duty shall be the greater			
63	(1) Carpets, floor rugs, mats and matting, n.e.e., including underfelt, n.e.e. . *ad val.*	30%	20%	17½%	10%
65	(d) Ready-made trousers, slacks, jeans and shorts:				
	(i) Shorts . *ad val.* or per garment	40% £0 6s. 6d.	30% £0 4s. 0d.	30% £0 4s. 0d.	20% £0 2s. 9d.
		whichever duty shall be the greater			
	(ii) Other, including slacks and jeans . *ad val.* or per garment	40% £0 9s. 0d.	30% £0 6s. 0d.	30% £0 6s. 0d.	20% £0 4s. 3d.
		whichever duty shall be the greater			
	(e) Women's and girls' outer garments, n.e.e.:				
	(i) Dresses . . *ad val.* or per garment less *ad val.*	40% £0 5s. 3d. —	30% £0 4s. 0d. —	30% £0 4s. 0d. —	20% £0 4s. 0d. 10%
		whichever duty shall be the greater			
	(ii) Blouses of woven material . . *ad val.* or per garment less *ad val.*	40% £0 2s. 7½d. —	30% £0 2s. 0d. —	30% £0 2s. 0d. —	20% £0 2s. 0d. 10%
		whichever duty shall be the greater			
	(iii) Skirts . . *ad val.* or per garment less *ad val.*	40% £0 2s. 7½d —	30% £0 2s. 0d. —	30% £0 2s. 0d. —	20% £0 2s. 0d. 10%
		whichever duty shall be the greater			
	(iv) Other . . *ad val.*	40%	30%	30%	20%
	(f) Underwear, including 'T' shirts:				
	(i) Petticoats and slips *ad val.* or per garment	40% £0 3s. 0d.	30% £0 2s. 0d.	30% £0 2s. 0d.	20% £0 1s. 9½d.
		whichever duty shall be the greater			
	(ii) Foundation garments, including brassieres, corselettes, corsets, girdles, roll-ons and suspender belts . . *ad val.*	25%	15%	15%	5%
	(iii) Other, including 'T' shirts *ad val.* or per garment	40% £0 1s. 0½d.	30% £0 0s. 7½d	30% £0 0s. 7½d.	20% £0 0s. 5d.
		whichever duty shall be the greater			
	NOTE: A 'T' shirt is, for the purpose of this sub-item a garment of the under-vest type with a crew neck collar and short sleeves of the coat or welt type.				
	(g) Shirts and jacket shirts *ad val.* or per garment	40% £0 6s. 0d.	30% £0 3s. 9d.	30% £0 3s. 9d.	20% £0 2s. 6d.
		whichever duty shall be the greater			
	(h) Dressing gowns including kimonos, house coats and bed jackets . . *ad val.*	30%	20%	20%	10%
	(k) Men's and boys' ready-made suits, consisting of jackets and trousers, with or without waistcoats being second-hand *ad val.* and, in addition, per garment	30% £0 1s. 0d.	20% £0 1s. 0d.	20% £0 1s. 0d.	10% £0 1s. 0d.
	(l) Ready-made jackets and sports coats for men and boys, and lumber jackets (not knitted or crocheted); being second-hand *ad val.* and, in addition, per garment	30% £0 1s. 0d.	20% £0 1s. 0d.	20% £0 1s. 0d.	10% £0 1s. 0d.
	(m) All other:				
	(i) Boiler suits . *ad val.* or per garment less *ad val.*	40% £0 10s. 0d. —	30% £0 7s. 6d. —	30% £0 7s. 6d. —	20% £0 7s. 6d. 10%
		whichever duty shall be the greater			
	(ii) Other, n.e.e. . *ad val.*	30%	20%	20%	10%
73	Millinery, drapery, haberdashery and textile articles of furnishing and napery:				
	(b) Other, n.e.e. . *ad val.*	30%	22½%	20%	10%

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Tariff Item	Goods	Duty A	Duty B	Duty C	Duty D
74	Nets and netting:				
	(a) Mosquito and fruit tree *ad val.*	30%	20%	Free	Free
	(b) Fishing, not being sports goods *ad val.*	10%	5%	Free	Free
75	(1) Piece-goods: canvas, not less than 10 oz. in weight per square yard *ad val.*	30%	25%	25%	15%
	(2) Tarpaulins, tents, awnings and similar articles n.e.e. *ad val.*	30%	25%	25%	15%
84	Baths and sinks, metal; and bath, sink and lavatory plugs, washers, wastes and overflows *ad val.*	30%	15%	15%	5%
94	(1) Cash registers *ad val.*	30%	17½%	17½%	5%
	(2) Electronic calculating or data processing machines, being digital or analogue computers, including input and output units or memory devices therefor worked in electrical connection therewith, and separately imported auxiliary off-line machines or controls designed for use with such machines; statistical or accounting machines of a kind used for establishing accounts or data in the form of or derived from magnetic tape or punched tape or cards and auxiliary machines therefor: not including parts or accessories elsewhere provided for *ad val.*	10%	5%	Free	Free
	(3) Other calculating, data processing, statistical or accounting machines, including bookkeeping machines, totalizers and typewriters incorporating a calculating device *ad val.*	30%	17½%	17½%	5%
118	Machinery, apparatus, appliances and implements (not elsewhere provided for, and not including vehicles, domestic articles or articles designed for use by distributive traders or organizations):				
	(c) Manufacturing and industrial, including machinery for power laundries; and steel shuttering and fittings, n.e.e., for concrete construction work; but excluding structural ironwork or steelwork:				
	(i) Single castings of iron or steel each not exceeding 10,000 lb. in weight; namely: liners for ball, tube, rod and hammer mills and chutes, and hammers for hammer mills (excluding hammers for grain mills) *ad val.*	20%	15%	10%	10%
	(ii) Other, n.e.e. *ad val.*	10%	5%	Free	Free
119	(1) Machinery, apparatus, appliances, implements and material used in connection therewith for the generation, storage, transmission, distribution of and lighting by gas or electric power and machinery for the conversion or transformation of electric power, n.e.e., but not including mild steel tubing, lamps, lampware and electric lamp bulbs elsewhere provided for, and parts or accessories of motor vehicles or cycles *ad val.*	20%	10%	Free	Free
122	(1) Iron and steel:				
	(a) In blocks, ingots, pigs, billets, slabs, blooms and like crude manufactures *ad val.*	10%	5%	Free	Free
	(b) (i) Plates, including chequer plates and honeycomb and other industrial floor-plates and tiles: not perforated or worked up in any way *ad val.*	10%	5%	Free	Free
	(ii) Sheets and strips: plain enamelled, galvanized or coated, flat or corrugated: not perforated or worked up in any way, n.e.e. *ad val.*	10%	5%	Free	Free
	(c) Angle, bar, channel, hoop, rod, H, T and similar iron or steel: not perforated or worked up in any way: in the length *ad val.*	10%	5%	Free	Free
	(d) Drill steel, including drill steel rods unthreaded *ad val.*	10%	5%	Free	Free
	(e) Tool steel *ad val.*	10%	5%	Free	Free
	(f) Hoop iron and hoop steel, shaped or fashioned *ad val.*	10%	5%	Free	Free
	(g) Structural ironwork and steelwork (not being goods provided for under item 119, nor goods more specifically provided for elsewhere, nor identifiable components of such goods), including sheets, plates, strips, angles, shapes, sections and tubes (being bent, curved, drilled, punched or otherwise fabricated components of structures), complete structures, platforms and stagings for the support of machinery and other apparatus, sets and guides, ore bins, signal and crane gantries, ladders, stairways, gangways, galleries, lattice masts, pylons and towers (not being mine head frames) *ad val.*	35%	25%	25%	20%
	(h) Bridgework *ad val.*	10%	5%	Free	Free
	(i) Honeycomb and other industrial floorplates or tiles *ad val.*	10%	5%	Free	Free
	(2) Windows and doors, insect screens and window and door frames; metal *ad val.*	40%	30%	30%	20%
	(3) Cast iron grains: in bulk *ad val.*	10%	5%	Free	Free
129	Motor vehicles and trailers therefor:				
	(b) (iv) Lorries and trailers equipped with tipping bodies or bottom dump bodies *ad val.*	10%	5%	Free	Free
	(d) Parts and spare parts and accessories, n.e.e. *ad val.*	25%	15%	5%	5%
134	Pipes, piping, tubes, tubing and fittings: of metal or substitutes therefor:				
	(a) (i) Mild steel tubing, black or galvanized, whether or not perforated, of uniform bore and thickness (the bore being confined to nominal sizes of 1 inch to 2 inches inclusive and the thickness being confined to British Standard Gauges 7 to 11 inclusive), the ends being plain or screwed and additionally or alternatively fitted with any form of joint *ad val.*	10%	5%	Free	Free
	(ii) Mild steel tubing, enamelled: welded or open seam, whether or not perforated (the outside diameter being confined to nominal sizes ¾ inch and 1 inch and the thickness being confined to ·056 inch to ·072 inch inclusive), the ends being plain or screwed and additionally or alternatively fitted with any form of joint *ad val.*	30%	25%	20%	20%
	(iii) Wrought iron or steel pipes and tubes, black or galvanized, n.e.e. *ad val.*	10%	5%	Free	Free
	(e) Cocks and taps, water meters, and pipe and hose fittings, n.e.e. *ad val.*	10%	5%	Free	Free
153	Wire: being a cold drawn product of any solid section of any cross-sectional shape in which no cross-sectional diameter exceeds ·5 inch:				
	(a) Millinery (covered), picture-wire, and wire made of precious metal *ad val.*	10%	5%	Free	Free
	(b) Fashioned, for boxing or baling *ad val.*	10%	5%	Free	Free
	(c) Other, except electric *ad val.*	10%	5%	Free	Free
155	Wire netting and expanded metal lathing and similar metallic mesh material: not cut to size:				
	(a) Diamond mesh chain link fencing (excluding plastic coated) *ad val.*	20%	15%	10%	10%
	(b) Welded wire mesh *ad val.*	20%	15%	10%	10%
	(c) Other, n.e.e. *ad val.*	10%	5%	Free	Free
216	(1) Blood, whole or concentrated, plasma, normal serum, serum globulins, fibrin, fibrinogen, thrombo-plastin or albumin: derived from human blood, whether or not in citrate, dextrose or anti-coagulant dispersion; antisera, toxins, toxoids, anti-toxins, bacterial and viral vaccines, snake and bee venom, bacteriophage, skin or bone grafts; and diagnostic reagents of microbial origin	Free	Free	Free	Free
236	Peptone, agar-agar and prepared protein culture media for use in the development of micro-organisms	Free	Free	Free	Free
251	Footwear:				
	(a) Rubber-soled: with rubber uppers *ad val.*	25%	15%	15%	5%

NORTHERN RHODESIA, *continued*

Tariff Item	Goods	Duty A	Duty B	Duty C	Duty D
	(b) Canvas, of the tennis, gymnasium, hockey or basketball type . . *ad val.*	25%	15%	15%	5%
	(c) Surgical	Free	Free	Free	Free
	(d) Wholly or mainly of leather *ad val.*	25%	15%	15%	5%
	(e) Wholly or mainly of plastic or plastic coated textile material:				
	(i) Infants' shoes, not over children's size 4 *ad val.*	25%	15%	15%	5%
	(ii) Other . . *ad val.*	30%	20%	20%	10%
	or per pair	£0 4s. 0d.	£0 3s. 0d.	£0 3s. 0d.	£0 3s. 0d.
	less *ad val.*	—	—	—	10%
	whichever duty shall be the greater				
	(f) All other footwear, n.e.e., including slippers *ad val.*	25%	15%	15%	5%
	(g) (i) Soles, tips and heels *ad val.*	20%	10%	10%	Free
	(ii) Prepared parts of footwear, n.e.e., not including insoles, buckles, buttons, eyelets or laces *ad val.*	15%	5%	5%	Free
	NOTE: The sizes mentioned in this item are those used in the English Footwear Size Scale. Where footwear marked in accordance with some other size scale is imported, it shall be entered under the classification applicable to footwear of the same dimensions marked in accordance with the English Footwear Size Scale.				
257	Leatherwork, n.e.e., including leggings, belts, straps, ladies' handbags, travelling and sports cases and bags of all types, wallets, purses and similar goods; of leather or of substitutes therefor . *ad val.*	30%	22½%	20%	10%
273	(d) Veneers . . *ad val.*	15%	5%	5%	Free
282	Bags, paper and transparent cellulose, printed or not printed				
	(a) Of a minimum standard of three-ply, bituminized or not *ad val.*	15%	5%	Free	Free
	(b) Pictorial seed packets (paper), not being advertising matter *ad val.*	10%	Free	Free	Free
	(c) Other . . *ad val.*	20%	15%	5%	5%
285	(1) Cardboard boxes, n.e.e., plain or printed . . *ad val.*	20%	10%	5%	5%
	(2) Paper and cardboard cups, jars and discs: plain or printed *ad val.*	20%	10%	5%	5%
	(3) Reels, including centres and cones, for packing, n.e.e. *ad val.*	10%	Free	Free	Free
286	Cardboard, boxes and cartons, collapsible, plain or printed *ad val.*	25%	15%	10%	10%
287	Cardboard and similar boards and paper, including linen board, leather board, fibre board, strawboard and millboard, but excluding building and similar boards and bituminized and similar papers: not being printed, ruled or lithographed matter: weighing more than 45 lb. per 1,000 square feet *ad val.*	15%	5%	Free	Free
295	(4) Wrapping paper weighing not less than 5½ lb. nor more than 45 lb. per 1,000 square feet, including browns, casings, sealings, nature or ochre-browns, sulphites, krafts, waxed and bag papers, but excluding cellulose and grease-proof papers; bituminized and similar papers: whether or not printed, ruled, lithographed or embossed *ad val.*	25%	15%	5%	5%
	(5) Wrappers, plain, cut to size or fashioned for packing goods *ad val.*	20%	10%	5%	5%
	(6) Sanitary and toilet paper and tissues . . . *ad val.*	30%	20%	20%	10%
	(7) Carbon, tracing, wall and plain blotting paper, and other paper n.e.e. . . *ad val.*	25%	15%	15%	5%
296	(1) Printed, ruled, lithographed and embossed matter (not being metal, and not including embossed paper serviettes, d'oyleys and paper mats):				
	(c) (i) Tickets, flats or in rolls *ad val.*	30%	20%	20%	10%
	(ii) Tie-on labels or tags of paper or paperboard: ruled, lettered or numbered but not otherwise printed (excluding consecutively numbered labels or tags, in rolls) *ad val.*	25%	15%	10%	10%
	(iii) Other tags, labels and seals, printed *ad val.*	25%	15%	10%	10%
	(d) Wrappers, printed, cut to size or fashioned for packing goods . . *ad val.*	20%	10%	5%	5%
	(f) Other, n.e.e. . *ad val.*	35%	25%	15%	10%
297	Stationery, n.e.e.:				
	(a) Loose-leaf covers and binders *ad val.*	30%	20%	20%	10%
	(b) Letter or documents files, in book or folder form *ad val.*	30%	20%	20%	10%
	(c) (i) Ball point pens and ball point pen barrels *ad val.*	30%	22½%	20%	10%
	(ii) Tie-on labels or tags: paper or paperboard, plain . . *ad val.*	25%	15%	10%	10%
	(iii) Other tags, labels and seals, plain. *ad val.*	25%	15%	10%	10%
	(iv) Other, n.e.e. *ad val.*	30%	22½%	20%	10%
308	Tobaconnists' wares, not being gold or silver or gold or silver mounted or gold or silver plated, including pipes, pouches, pipe covers, pipe stands, pipe cases, smokers' cabinets, cigar and cigarette holders, match boxes, tobacco jars, cigar and cigarette cases, ash trays, cigar and cigarette lighters *ad val.*	45%	35%	35%	25%
310	(d) Fireworks of all descriptions:				
	(i) Rain, anti-hail and height-finding rockets . .	Free	Free	Free	Free
	(ii) Other . . *ad val.*	30%	20%	20%	10%
322	Matches, including fusees, vestas and other patent lights used as such:				
	(a) In boxes or packages containing not more than 50 matches . .				
	per gross of boxes or packages	£0 9s. 0d.	£0 4s. 6d.	£0 4s. 6d.	£0 3s. 0d.
	(b) In boxes or packages containing more than 50 matches per 50 gross of matches	£0 9s. 0d.	£0 4s. 6d.	£0 4s. 6d.	£0 3s. 0d.

Suspensions of duty

DETAILS WERE GIVEN in the *Board of Trade Journal* of February 7 (pages 307-310) of suspensions of duty effected by the Northern Rhodesia Customs and Excise (Suspension) Regulations, 1964. The Customs and Excise (Suspension) (No. 2) Regulations, 1964 revoke these former Regulations (as amended) with effect from June 27, and provide for the following:

(1) suspension of duties to the extent shown in the Schedule hereto,

(2) suspension of duties to the extent shown in a Second Schedule, in respect of those goods mentioned which have been grown, produced or manufactured in any colony being part of Her Majesty's dominions, any British protectorate or British protected state, Malaysia, United Republic of Tanganyika and Zanzibar, Jamaica, Trinidad and Tobago, Uganda, Ghana, Nigeria, Sierra Leone, Kenya and Sudan,

(3) suspension of duties appearing in Column C of the customs tariff to an extent sufficient to reduce such duties to the effective rates shown in Column D of the customs tariff, in respect of goods classified under the following items grown, produced or manufactured in Southern Rhodesia or Nyasaland – 65, 69(a)(ii) (iii) and (v), 69(b), 70, 73, 76, 99, 102, 113, 251, 257, 259, 297(c), and 331(2),

(4) suspension of duties appearing in Column D of the customs tariff, to the extent shown in a Third Schedule, in respect of goods grown, produced or manufactured in Southern Rhodesia or Nyasaland.

Inquiries regarding the items and rates of duty in the Second and Third Schedules mentioned above should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 469).

Continued on next page

British commercial representative in the Republic of Malawi

ON THE OPENING of the British High Commission Office in the Republic of Malawi Mr. C. R. Reynolds has taken up duty as Second Secretary (Commercial) with particular responsibility for British commercial interests in the Republic of Malawi. His address is: British High Commission, Blantyre Office, Victoria Avenue, Fotheringham Road, Blantyre, Malawi.

The postal address is: Second Secretary (Commercial), P.O. Box 479, British High Commission, Blantyre, Republic of Malawi.

	Item		Effective Rates			
			Duty A	Duty B	Duty C	Duty D
15 (a) (ii)	Wheat: ground or otherwise prepared		Free	Free	Free	Free
Ex 15 (b) (ii)	Barley, malted	*ad val.*	5%	Free	Free	Free
Ex 15 (e) (i)	Rice paddy	*ad val.*	15%	5%	5%	Free
Ex 43 (a)	Sugar:					
	(iii) Granulated and other forms, n.e.e., including white mill sugar	*ad val.*	10%	Free	Free	Free
65 (k)	Men's and boys' ready-made suits consisting of jackets and trousers, with or without waistcoats; being secondhand	*ad val.*	30%	20%	20%	10%
65 (l)	Ready-made jackets and sports coats for men and boys; and lumber jackets (not knitted or crocheted); being secondhand	*ad val.*	30%	20%	20%	10%
Ex 71	Lace (not including woven, crocheted or knitted wear) and embroidery:					
	(a) Lace and embroidery: in the piece or in the form of insertions or medallions, n.e.e.	*ad val.*	20%	20%	20%	10%
Ex 73 (b)	Elastic, covered; and riobons	*ad val.*	10½%	5%	Free	Free
Ex 73 (b)	Trouser hooks and bars	*ad val.*	7½%	Free	Free	Free
Ex 75 (2)	Plastic sheets of a width exceeding nine feet (other than sheeting in the piece or in the length) and plastic tents: on condition that:					
	(a) the plastic sheets or plastic tents are imported or taken out of bond solely for use in fumigation against insect pests; and					
	(b) when entering the plastic sheets or plastic tents on importation or removal from bond, the importer signs a certificate in the body of the relative bill of entry to the effect that the plastic sheets or plastic tents are intended for use in the fumigation of insect pests and that, if they are used otherwise or disposed of in the Territory, the full duty will be paid to the Controller on the quantity so used or disposed of	*ad val.*	15%	10%	10%	Free
Ex 76	Piece-goods, woven, knitted, crocheted or felted, n.e.e.:					
	(a) Containing more than 40% of wool	*ad val.*	40%	20%	20%	5%
	(b) Containing more than 50% of silk, n.e.e.	*ad val.*	40%	20%	20%	5%
	(c) Containing more than 50% of cotton, n.e.e.:					
	(i) Containing 100% of cotton	*ad val.*	40%	20%	20%	7½%
	(ii) Containing less than 100% of cotton	*ad val.*	40%	20%	20%	5%
	(d) Containing more than 50% of flax, n.e.e.	*ad val.*	40%	20%	20%	5%
	(f) Other, n.e.e.	*ad val.*	40%	20%	20%	5%
Ex 78	Manilla rope	*ad val.*	10%	Free	Free	Free
Ex 82 (1)	Aircraft of a maximum loaded weight not exceeding 5,000 lb., and flight simulators for aircrew training	*ad val.*	20%	Free	Free	Free
Ex 82 (1)	Aircraft for use in aerial surveys or in geological searches for minerals if imported after March 31 in any year and exported before December 1 in the same year	*ad val.*	20%	Free	Free	Free
Ex 82 (1)	Spare parts	*ad val.*	20%	5%	Free	Free
Ex 86 (1) (a) (i)	Bicycles of a frame size not exceeding 16 inches	*ad val.*	100%	30%	20%	10%
	Note: The frame size is deemed to be the measurement from the bottom bracket axle to the top of the seat tube.					
Ex 102 (a)	Aluminium basins, bowls, plates and saucers	*ad val.*	30%	20%	20%	10%
		or each	£0 1s. 6d.	£0 1s. 0d.	£0 1s. 0d.	—
			whichever duty shall be the greater.			
Ex 102 (b)	Aluminium mugs and cups	*ad val.*	30%	20%	20%	10%
		or each	£0 1s. 0d.	£0 0s. 8d.	£0 0s. 8d.	—
			whichever duty shall be the greater.			
Ex 102 (c)	Other aluminiumware	*ad val.*	30%	20%	20%	10%
Ex 108 (a)	Rifle barrels, single	*ad val.*	30%	20%	20%	10%
Ex 119 (2)	Traffic control beacon signals	*ad val.*	20%	12½%	10%	Free
Ex 121	Copper sheets	*ad val.*	10%	Free	Free	Free
Ex 134 (f) (ii)	Copper piping and tubing	*ad val.*	10%	Free	Free	Free
Ex 154 (c) (ii)	Radio parts, imported in a completely knocked down condition so that no two parts are in an assembled condition, but excluding valves, transistors and television cathode ray tubes	*ad val.*	25%	15%	15%	Free
Ex 171 (e)	Waste glass (cullet)		Free	Free	Free	Free
Ex 212	Glacial acetic acid	*ad val.*	10%	Free	Free	Free
Ex 231 (1)	Milking salves and creams	*ad val.*	10%	Free	Free	Free
246 (1)	Substances for the prevention or destruction of weeds or pests, including sheep and cattle dips and dipping powders and materials suitable only for dip; substances for the prevention or cure of disease in plants or trees, including wetting preparations, n.e.e., and spreaders, n.e.e., in liquid or powder form used in conjunction with spray fluids; arsenic pentoxide, arsenious oxide, calcium arsenate, carbon disulphide, copper sulphate, copper tartrate, lead arsenate, sodium arsenite, sodium fluoride and zinc sulphate	*ad val.*	10%	Free	Free	Free
Ex 260	Rubber tyres and tubes:					
	(a) (v) Tyres, pneumatic, other, including the immediate wrapper and flaps:					
	(L) Other:					
	In sizes and marked 7 x 9; 18 x 7; 23 x 5; 23 x 7; 25 x 6; 27 x 6; 29 x 7; 29 x 8; 31 x 9; 20 x 4; 12½ x 2½; 14 x 2½; 20 x 2½; 16 x 3; 20 x 3; 18 x 4; 32 x 5; 33 x 5½; 11·00-12; 125/440 x 12; 440 x 12; 560-12; 600 x 12; 700 x 12; 165-10; 145 x 13; 4·50 x 13; 670/725-13; 700/725 x 13; 700 x 13; 10·50-13; 600 x 14; 155 x 15; 155 x 15-155 x 380; 165 x 15; 165 x 15-165 x 380; 165-14 (165-355) 185 x 15; 185 x 15-185 x 380; 4·50-15; 5·5 x 15; 500/525/560-15; 560 x 15; 29 x 7/7·50-15; 820-15; 10·0 x 16; 7·17·5; 8·17·5; 135 x 305; 135 x 330; 145 x 330X; 8·10 x 90; 1600-20; 2·75 x 21; 750-13 and D 22Y	per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
Ex 260	(b) (ii) Tubes, n.e.e.: Other:					
	(L) Other:					
	In sizes and marked 7 x 9; 18 x 7; 20 x 4; 23 x 5; 23 x 7; 25 x 6; 27 x 6; 29 x 7; 29 x 8; 31 x 9; 12½ x 2½; 14 x 2½; 20 x 2½; 16 x 3; 20 x 3; 18 x 4; 32 x 5; 33 x 5½; 125/440-12; 440 x 12; 600 x 12; 700 x 12; 11·00-12; 4·50-13; 670/725-13; 670/700/725-13; 700 x 13; 10·50-13; 600 x 14; 670-14; 4·50-15; 5·0/520-15; 500/525/560-15-165/380; 560 x 15; 155-15; 5·20-15; 5·0-15; 5·5-15; 145 x 380; 125 x 380; 125 x 380-135 x 380-145 x 380 (15); 29 x 7/7·50-15; 650/670/710-15; 650/670/700/710/760-15; 135 x 305; 145 x 330; 155-400; 165-400; 8·10 x 9; 10·0 x 16; 2·75 x 21; D 22Y; 135 x 380 (15) and 145 x 380 (15)	per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
Ex 279 (a)	Round logs of a free-on-board value exceeding 4s. per cubic foot; stripped of bark and roughed down but not further treated	*ad val.*	5%	Free	Free	Free
Ex 282	Bags, paper and transparent cellulose, printed or not printed:					
	(c) Other, of metallic paper, or paperbacked metallic foil	*ad val.*	20%	10%	Free	Free
Ex 295 (4)	Kraft paper (printed), coated with both wax and polythene	*ad val.*	10%	Free	Free	Free
Ex 295 (7)	Unprinted paper strip, not exceeding 1 inch in width, coated with both vinyl plastic and with thermoplastic or gutta percha adhesive backing	*ad val.*	20%	10%	10%	Free
Ex 295 (7)	Cellulose wadding	*ad val.*	10%	Free	Free	Free
Ex 296 (1) (f)	Kraft paper (printed), coated with both wax and polythene	*ad val.*	10%	Free	Free	Free
Ex 331 (1)	Soderberg carbon paste	*ad val.*	5%	Free	Free	Free
Ex 331 (1)	Brass lead mouldings	*ad val.*	5%	Free	Free	Free
Ex 331 (2)	Tube or pipe steel, chamfered and crimped	*ad val.*	20%	12½%	10%	Free
Ex 331 (2)	Fortified or vitaminized limestone flour suitable for the fortification of maize meal	*ad val.*	20%	12½%	10%	Free
Ex 331 (2)	Ice		Free	Free	Free	Free
Ex 331 (2)	Fresh milk, including pasteurized milk but excluding sterilized milk	*ad val.*	10%	2½%	Free	Free
Ex 331 (2)	Chlorine gas	*ad val.*	10%	2½%	Free	Free
Ex 331 (2)	Fluxes and other auxiliary preparations, n.e.e., in bulk, designed solely for use in soldering, brazing or welding	*ad val.*	20%	12½%	10%	Free
Ex 331 (2)	Zinc plate and sheet, coated and polished, of a type suitable for use in lithographic process engraving	*ad val.*	10%	5%	Free	Free
Ex 331 (2)	Tarpaulin dressings, excluding bitumen based dressings, used for waterproofing	*ad val.*	20%	12½%	10%	Free
Ex 331 (2)	Metal welding electrodes, n.e.e.	*ad val.*	10%	5%	Free	Free
Ex 331 (2)	Moss fibre		Free	Free	Free	Free
Ex 331 (2)	Alkylates, n.e.e., suitable for use in the manufacture of anionic detergents	*ad val.*	20%	12½%	10%	Free

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KENYA, UGANDA AND THE UNITED REPUBLIC OF TANGANYIKA AND ZANZIBAR

Customs tariff amendments

IN A NOTICE published in the *Board of Trade Journal* on June 26, 1964 (page 1417) reference was made to certain tariff changes applicable to Kenya, Uganda and the United Republic of Tanganyika and Zanzibar.

Details of these changes, which take effect from June 17, 1964, are now available and are as follows:

Item No.	Article	Import Duty
1	(e) Meat and meat products, tinned, bottled or preserved other than by cold process	*Ad val.* 33⅓%
12	Fish:	
	(c) Salmon	*Ad val.* 33⅓%
	(e) Other, including fish preserved solely by cold process, canned and bottled fish, and fish products	*Ad val.* 33⅓%
13	Foods:	
	(c) Prepared cereals including preparations known as breakfast foods	*Ad val.* 33⅓%
15A	Delete and substitute as follows:	
	15A (a) Jams, marmalades, fruit jellies, honey and similar preservatives	*Ad val.* 33⅓%
	(b) Pickles, sauces, soups and salad dressings, including olive oil, vinegar and vinegar substitutes	*Ad val.* 33⅓%
	(c) Fruits, tinned, bottled, dried, crystallized and otherwise preserved	*Ad val.* 33⅓%
	(d) Confectionery	*Ad val.* 33⅓%
18	Milk:	
	(a) Condensed, desiccated or preserved, n.e.s.	Per 100 lb., sh. 25 or 33⅓% *ad val.*, whichever is the greater.
	(b) Cream	Per lb., cents 80 or 33⅓% *ad val.*, whichever is the greater.
24	(Tanganyika only) Sugar, refined or unrefined, including jaggery	Per 100 lb., shs. 19.
30	Wines containing more than 3% and not more than 50% of proof spirit:	
	(a) Still wines:	
	(i) Imported in bottles	Per imperial gallon, sh. 16 or 66⅔% *ad val.*, whichever is the greater.
	(ii) Imported in casks or other containers of five gallons or over	Per imperial gallon, sh. 12 or 66⅔% *ad val.*, whichever is the greater.
39	Clothing and blankets:	
	(a) Blankets and travelling rugs	Per sq. yd., cents 80 or 40% *ad val.*, whichever is the greater.
	(b) Cardigans, jerseys, jumpers, pullovers, shirts, singlets, slipovers and undervests	Each, sh. 2 or 40% *ad val.* whichever is the greater.
	(c) Stockings and hose	Per pair, cents 40 or 40% *ad val.*, whichever is the greater.
	(d) Garments, made up, other, n.e.s.	Each, sh. 2 or 40% *ad val.*, whichever is the greater.
40	Fabrics:	
	(a) Woven, n.e.s. (including bedsheets, bedspreads, chadders, curtains, khangas, saris, scarves, shukas, tablecloths, towels and similar goods imported in a fully finished or semi-finished condition and of which the length or breadth exceeds 24 inches), composed wholly of textile materials or of textile materials and non-textile materials and of which the preponderant class of textile material consists of:	
	(i) Cotton, grey and unbleached	Per sq. yd., cents 75 or 36⅔% *ad val.*, whichever is the greater.
	(ii) Cotton, other	Per sq. yd., sh. 1 or 36⅔% *ad val.*, whichever is the greater.
58	(n) (Tanganyika only) Mild steel strips, bars, rods and angles, excluding steel sections imported for manufacture of windows and doors:	
	(i) Delete entry in column headed Suspended Duty and insert paragraph (i) to read: Round bars and rods for concrete reinforcing ⅜ inch to 1½ inches in diameter	*Ad val.* 17½%
58A	(Uganda only) Delete sub-item (2) and substitute the following new paragraph:	
	58A (2) not of aluminium or alloy thereof:	
	(a) corrugated:	
	(i) of a thickness of ·014 inches or less	Per sq. ft., cents 10 or 25% *ad val.*, whichever is the greater.
	(ii) of a thickness exceeding ·014 inches	Per sq. ft., cents 10.
	(b) flat, galvanized, including strip, in coils:	
	(i) of thickness of ·014 inches or less	Per sq. ft., cents 8 or 25% *ad val.*, whichever is the greater.
	(ii) of a thickness exceeding ·014 inches	Per sq. ft., cents 8.
	(c) flat, uncoated, including strip in coils:	
	(i) of a thickness of ·014 inches or less	Per sq. ft., cents 3 or 12½% *ad val.*, whichever is the greater.
	(ii) of a thickness exceeding ·014 inches	Free
	(d) enamelled, printed, lithographed, embossed or lacquered	*Ad val.* 25%.
	(e) other	Free
58A	(Tanganyika only) Delete sub-item 58A (3) and insert immediately below paragraph (d) of sub-item 58A (2) the following new paragraph:	
	(e) Other	Free
61	Add immediately after the words 'initial equipment' which appears in line 2 the words 'with the exception of controls and equipment specially designed for the use of disabled drivers'.	
62	(b) (Kenya only)	
	(iv) Excavator, shovel, drag line, clam-shell and hoe cranes	Free
63	Delete and substitute as follows:	
	63 (a) Motor vehicle controls and equipment specially designed for the use of disabled drivers	Free
	(b) Motor vehicle and motor engine parts and accessories not elsewhere provided for	*Ad val.* 25%.
66	Pipes, piping, etc., delete the words 'cocks and taps'.	
70	Razor blades	Each, cents 3 or 33⅓% *ad val.*, whichever is the greater.
97	Grease, axle and lubricating	Per lb., cents 20.
98	(Kenya only) Petroleum, crude or partly refined for further refining	Per imperial gallon at 62°F., sh. 1/40.
98	(Tanganyika and Uganda) Petroleum, crude or partly refined for further refining	Per imperial gallon on 62°F., sh. 1/85.
99	(Kenya only) Motor spirit, gasolene and other light oils and other products for similar uses:	
	(b) Other	Per imperial gallon at 62°F., sh. 1/40.
	(Tanganyika and Uganda)	
	(b) Other	Per imperial gallon at 62°F., sh. 1/85.
	(b) Other.	
100	(Tanganyika only) Kerosene, lamp oil and white spirit:	
	(b) Other	Per imperial gallon at 62°F., cents 60.
102	(Kenya only) Fuel oils, mineral: For internal combustion engines:	
	(b) (ii) Light, amber, for high speed engines	Per imperial gallon at 62°F., sh. 1/40.
	(Tanganyika and Uganda)	
	(b) (ii) Light, amber, for high speed engines	Per imperial gallon at 62°F., sh. 1/85.
103	Oils:	
	(b) Insert immediately after the words and comma 'such oils', the words 'including synthetic aromatics and natural isolates of essential oils, but'	
	(f) Delete the words and comma 'including olive and salad oil',	
104	(Kenya and Uganda) Substitute a comma for the word 'and' where it appears after the word foodstuffs.	
	(a) Insert immediately after the word 'beverages' the words ', cosmetics or toilet preparations'.	
	(Tanganyika only)	
	(a) Insert immediately after the word 'beverages' the words 'and cosmetics and toilet preparations'.	
105	Soap, soap powders, soap extracts and substitutes therefor, n.e.s.	Per 100 lb., sh. 50 or 33⅓% *ad val.*, whichever is the greater.
113	(Kenya and Uganda) Dyes:	
	(c) Substitute a comma for the word 'or' where it appears after the word 'foodstuffs'. Insert immediately after the word 'beverages' the words 'cosmetics or toilet preparations'.	
	(Tanganyika only)	
	(c) Insert immediately after the word 'beverages' the words 'and for colouring cosmetics and toilet preparations'.	
143	(Kenya only) Gramophones, etc.: Substitute for the word 'gramophone' the word gramophones'.	
160	(Tanganyika and Uganda) Official, military and naval stores and goods imported by civil, military and naval officers:	
	(a) Goods imported or purchased prior to clearance through the Customs, by the President for his use	Free
	(b) Goods imported by officers or men on board naval vessels belonging to other Commonwealth Governments, for their personal use or consumption on board such vessels	Free
	(c) Goods imported or purchased prior to clearance through the Customs, by, or for the use of, the Governments of the United Republic of Tanganyika and Zanzibar, Uganda or Kenya or the East African Common Services Organization or the International Red Locust Control Service or any of the armed forces of any allied power	Free
	(d) Uniforms, accoutrements and equipment of a naval, military, or civil Government officer or a warrant officer of the armed forces of the United Republic of Tanganyika and Zanzibar, Uganda or Kenya, including the necessary arms, badges and equipment thereto	Free

(*continued on next page*)

Item No.	Article	Import Duty
	(e) Regimental plate furniture and other mess fittings, the property of a regimental mess, or the joint property of the officers of a regimental mess	Free
	(f) Goods imported, or purchased prior to clearance through the Customs, with the Sanction of the President by Boundary or other Special Commissioners and their assistants for their private use while executing their duty	Free
	(g) Goods imported, or purchased prior to clearance through the Customs, for the official use of Trade Commissioners who are not engaged in, or connected with, any other business or profession in the Territories	Free
	(h) Machinery, plant, materials and rolling stock imported, or purchased prior to clearance through the Customs, by an individual or firm under contract to the Government, or with approval of the Government, under contract to the East African Common Services Organization where such exemption from Customs duty forms part of the terms of the contract	Free
	(i) Goods imported, or purchased prior to clearance through the Customs, by the Imperial War Graves Commission for the establishment and maintenance of war cemeteries, including official vehicles but not including office supplies and equipment and the property of the Commission's staff	Free
	(j) Goods imported or purchased prior to clearance through the Customs by, or for the use of, the East African Currency Board	Free
163	(Tanganyika only) Delete the word 'British' which appears in line 1, and substitute therefor the word 'Tanganyika'.	

All inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

H.M. CONSULATE-GENERAL in Lourenco Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by August 4.

District of Lourenco Marques

Agencias Metropolitana Limitada, Morarbhai Ukabhai, Ganda Dhana, Dahya Chhita, Chhotu Galalbhai, Bhika Narsai, Dhaya Alias Parbhoo Parshotam, Bava Lala, Jamnadas Diveshwar, Ismail Hashim Ravat, Bhagwan Madhav, Pratap Jivan, Savji Parshotam, Hematlal Dayashanker, Bhima Kara, Dalpat Arjan, Kanji Liladhar Bhatt, Curgi Samji, Vrajlal Gokaldas, Magan Giram Parbu or Maganbhai Jivambhai, Chotalal Nathuram, Morarji Thakashi, Kesharbai Samji, Ratilal Ramjee, Nanji Gordhandas Khodas, Vanravan Givindji, Blavantrai Ranchodjee, Tapu Kanji.

District of Gaza

Abdul Gafur, Khushaldas Karsandas, Lalgi Bhimji, Waghji Morargi.

District of Manica and Sofala

Morar Kara, Chatrabhuj Gokaldas, Abu Miam, Ambalavana Haruna Chalam or Haruna Chalam Pillay, Doodha Meraman, Guidar Javer, Mahomed Essop Nadat.

Inquiries about this notice should be addressed to Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

New customs tariff

A NEW MOZAMBIQUE Customs Tariff has been published and came into force on June 1, 1964.

Inquiries about new duties which are now classified under Brussels Nomenclature headings should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 460, 462).

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of H.M. Embassy and the Peruvian British Trade Centre (an outpost of the Western Hemisphere Exports Council). The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla BLC, *Lima.*

KENYA

Export duty on sisal and coffee

THE EXPORT DUTY BILL, 1964, published in the Kenya *Gazette* of May 1, 1964, imposed with effect from May 1, 1964, the following export duties:

Sisal at the rates specified in First Schedule below.

Coffee at the rate of 400 shillings per ton on the exportation to any country other than those listed in the Second Schedule below

FIRST SCHEDULE

Rates of export duty on sisal

(a) on all sisal of or exceeding the value of fifteen hundred shillings per ton, but not exceeding the value of two thousand shillings per ton *ad valorem* five per centum;

(b) on all sisal exceeding the value of two thousand shillings per ton, but not exceeding the value of two thousand two hundred shillings per ton, one hundred shillings per ton plus ten shillings for every twenty shillings by which the value thereof exceeds two thousand shillings and pro rata for every additional shilling;

(c) on all sisal exceeding the value of two thousand two hundred shillings per ton but not exceeding two thousand five hundred shillings per ton, two hundred shillings per ton plus twenty shillings for every twenty shillings by which the value thereof exceeds two thousand two hundred shillings and pro rata for each additional shilling;

(d) on all sisal exceeding the value of two thousand five hundred shillings per ton *ad valorem* twenty per centum.

SECOND SCHEDULE

Countries to which coffee may be exported without payment of export duty

1. Bahrein
2. Basutoland
3. Bechuanaland
4. Ceylon
5. China (Taiwan)
6. Hungary
7. Iran
8. Iraq
9. Japan
10. Jordan
11. Kuwait
12. Muscat and Oman
13. Northern Rhodesia
14. North Korea
15. North Viet-nam
16. Nyasaland
17. Oman
18. Philippines
19. Poland
20. Qatar
21. People's Republic of China
22. Republic of Korea
23. Republic of Viet-nam
24. Republic of South Africa
25. Rumania
26. Saudi Arabia
27. Somalia
28. Southern Rhodesia
29. South West Africa
30. Sudan
31. Swaziland
32. Thailand
33. Union of Soviet Socialist Republics

Resco Ranger and Voodoo floor cleaning equipment undergoing a three-hour electrical test at the Leicester factory of Floor Treatments of High Wycombe, part of the Reckitt and Colman Group. The machines, part of a large export order, are used in all parts of the world.

TANGANYIKA

Export duty on coffee and sisal

GOVERNMENT NOTICE No. 350 published as a Supplement to the *Gazette Extraordinary* of the United Republic of Tanganyika and Zanzibar of June 16, 1964, amends with effect from June 17, the Schedule to the Export Tax Ordinance by deleting item 1 and item 6 thereof and substituting therefor the folowing:

First Column	Second Column
1. Coffee (that is to say the fruit of any plant of the genus *Coffea*, whether or not processed), other than coffee which the Commissioner of Customs is satisfied is exported to a country listed for the time being in Annex B to the International Coffee Agreement, 1962.	£22 per ton net weight and *pro rata* for every part thereof.
6. Sisal (that is to say the processed, machined or carded fibre or tow of the plant *Agave Sisalana* or other species of *Agave* or its hybrids).	(a) on all sisal of or exceeding the value of £75 per ton, but not exceeding the value of £95 per ton – *Ad val.* 5%. (b) on all sisal exceeding the value of £95 per ton, but not exceeding the value of £100 per ton – per ton £4 15s. 0d. plus 10s. for every £1 (and *pro rata* for every shilling) by which the value thereof exceeds £95. (c) on all sisal exceeding the value of £100 per ton but not exceeding the value of £105 per ton – per ton £7 5s. 0d. plus 15s. for every £1 (and *pro rata* for every shilling) by which the value thereof exceeds £100. (d) on all sisal exceeding the value of £105 per ton – per ton £11 plus £1 for every £1 (and *pro rata* for every shilling) by which the value thereof exceeds £105. For the purpose of this item, the value of the commodity is the value of the appropriate grade or description of the commodity f.o.b., or if exported by land f.o.r., at the place of export, less any cess paid on the consignment under the Sisal Industry Ordinance.

UGANDA

Export duty on tea

THE EXPORT DUTIES BILL published in the Uganda *Gazette* of June 16, 1964, imposes with effect from June 17, 1964, Export Duty on the following item:

Goods	Rate of Duty
Tea (as defined in the Tea Ordinance, 1961) .	25 cents per pound weight.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscriptions and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195.

REPUBLIC OF SOUTH AFRICA

Imports of textile piece-goods

ADVICE HAS BEEN received from the Republic of South Africa of the issue of additional allocations to merchants for the import of textile piece-goods, bringing the total allocations for 1964 up to the level of those for 1963.

The initial allocation for merchant importers was 60 per cent of 1963 issues.

IRAQ

Certificates of Origin

THE REQUIREMENT for certification of invoices by Chambers of Commerce and the Iraqi Embassy has been suspended indefinitely and the manufacturer's endorsement of invoices to the effect that the goods are of United Kingdom origin is sufficient.

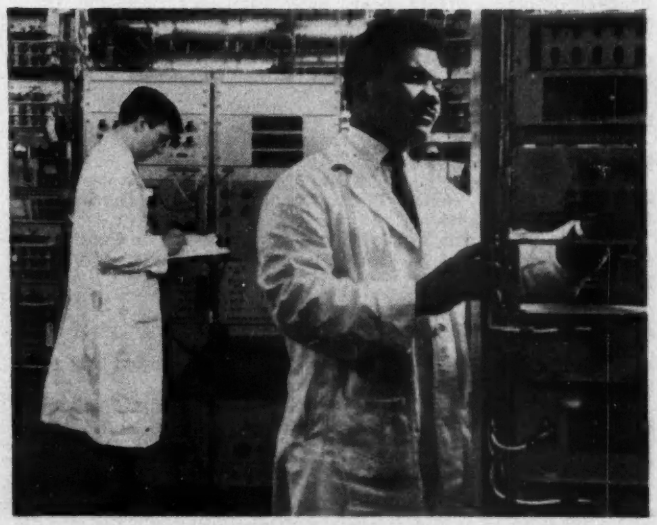
This suspension does not, however, apply to agricultural machinery and equipment as the Iraqi Ministry of Agrarian Reform still requires endorsement by Chambers of Commerce. It is also understood that the suspension does not apply to goods originating from Mediterranean countries.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

PAKISTAN

Import trade control policy

PRELIMINARY INFORMATION has been received about Pakistan's import trade control policy for the period July/December 1964. Details about the changes will be published as soon as these have been received but meanwhile any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room 54, Hillgate House, Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).



AEI has been given a £½ million contract to supply and install terminal equipment of the type shown for the first stage of SEACOM, the S.E. Asia section of the round-the-world Commonwealth telephone cable. The AEI equipment will form part of terminal stations at Hong Kong, Jesselton (Sabah) and Singapore, which will be linked by 1,910 nautical miles of submarine telephone cable and repeaters to form SEACOM 1.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

Manufacturers of
Brass Spur Teeth Grommets
Brass Eyelets and Rings
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We hold stocks of all sizes

Bodill, Parker (1922) Ltd
Lower Tower Street, Birmingham 19
Telephone: ASTon Cross 1711-2

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Guildway Limited
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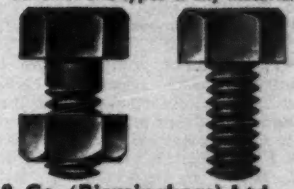
Bolts and nuts, screws, rivets, burrs, studding, washers
All sizes and types in any material



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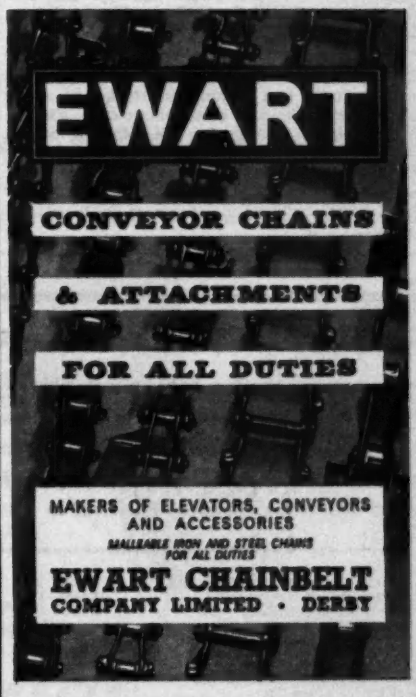
Telephone: South 3781 (6 lines)

Axminster carpets and rugs
Axminster carpets and rugs up to 12 feet wide

The Blackpool Carpet Manufacturing Co. Ltd
Mowbray Drive, Blackpool



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For steel strip of all kinds slit exact to size in coils or lengths.
No quantity too small.

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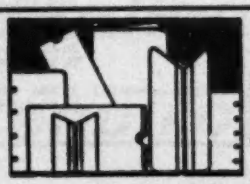
Telephone: Chertsey 3451 (5 lines)

Circular saw blades
Circular saw blades for wood cutting and plastics.

E. W. Kendall & Co. Ltd
10 Sewardstone Road, London E2
Telephone: ADVance 4276



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TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of runners and regrooved tyres and new remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

PRINTING. Dutch company with letterpress (monotype setting), offset, own bindery and design studio; fully equipped for the printing of almost all printed matter, is interested in export to G.B. Very good service and competitive prices. For further information write to Box No. S5932, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

MONARCH TRANSLATION BUREAU provides the most up-to-date and efficient translation service in technical, scientific, commercial subjects. Electronics and General Engineering are our special subjects. We provide an unequalled service in East European and Asian languages. Monarch Translation Bureau, 7, Heath View Close, London, N.2. TUDor 3804.

TEXTILES. German Company established since 1879 seeks Agency to sell exclusively in West Germany a product of interest to textile retailers. Agency network and spacious warehouse facilities available. English references. Box No. M10053, *Board of Trade Journal*, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 31 Villiers Street, Strand, W.C.2. Tel.: Trafalgar 5213.

"FLASH" Carton Case Opener. The Opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Box Strapping Equipment, Acme Steel Strapping Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308.

62·5 KVA DIESEL ALTERNATOR SETS. Brand new. 6-cyl. Dorman engines direct coupled Crompton self-regulating alternators. 400-230 volts 3 phase 50 cycles at 1,000 r.p.m. Sheet steel canopy enclosed with radiator cooling, electric starting, luboil and overheating protection devices. All accessories. Packed in maker's waterproof cases. Few left. Immediate delivery. Dawson-Keith Ltd., Dept. B, Hillview Road, Sutton, Surrey. Fairlands 4401.

REQUIRED TO PURCHASE: Frustrated exports/imports and redundant stocks of every description. Please write/'phone/call—Jordan, 223/4 Ulster Chambers, 168 Regent Street, London, W.1. Phone: Regent 3696.

FOR SALE: 4,500 reels 2 oz. Cotton Gimp. Station Surplus Stores, 26 Blossom Street, Manchester 4.

THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel.: Hayle 3213. Telex 45286.

NISSEN AND ROMNEY TYPE BUILDINGS. Large stocks of new and reconditioned buildings, packed for Export. Enquiries to: Naylors (Bilston) Ltd., Wolverhampton Street, Bilston, Staffs. Tel.: Bilston 41689-42448.

TRANSLATIONS, TRANSLATIONS! *Technical* Translations particularly: TRANSLAGENCY (All Languages) LTD., 4, Norland Square, W.11. Park 3333. Telex 261376.

SECOND-HAND PLANT AND MACHINERY EXPORTERS, Excavators, Tractors, Cranes, Compressors, Quarry Plant, Electric Motors, Contractors and Engineers' plant of all descriptions. Walker & Partners Ltd., 23 Claremont Crescent, Sheffield 10. Phone 62428-9.

BALL AND ROLLER BEARINGS, Steel Balls, etc., wanted. Also surplus goods of all descriptions. For Sale: Metal Ammo. Boxes. Details on request. R. Pordes, 529b, Finchley Road, London, N.W.3. HAM 9878/9.

FOR SALE: National Cash Register Sales Ledger Cards. 17 E.N. Standard Card for 158, 18 KN, 58 and 160 machines – 16,000 at £2 per 1,000. Also Ellams Black Ink in 1 lb. tubes 8s., Stencils, etc. S. and M. Myers Ltd., 97 Wentworth Street, London, E.1.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	This week
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	12 June 1964
– final (Q)	This week
Distributive and service trades (A)	27 Dec. 1963
Expected capital expenditure (6-M)	17 Jan. 1964
Cars and commercial vehicles (M)	26 June 1964
Catering trades turnover (M)	19 June 1964
Chemical industries production (6-M)	15 May 1964
Companies:	
Income and finance (Q)	1 May 1964
New companies registered (M)	This week
Property companies (A)	20 Dec. 1963
Engineering and electrical goods:	
Deliveries of certain products (Q)	26 June 1964
Production, exports and orders (M)	26 June 1964
Film industry:	
British film fund agency returns (M)	3 July 1964
Cinema admissions and takings (M)	3 July 1964
Registrations of films (A)	28 Feb. 1964
Trends in film going (A)	1 Mar. 1963
Foreign trade:	
Commonwealth trade (A)	26 June 1964
Sterling area trade summary (Q)	22 May 1964
Trends in exports of manufactures (A)	27 Sept. 1963
World trade and production (Q)	17 April 1964
Foreign trade of the UK:	
Trade by air (6-M)	3 July 1964
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	26 June 1964
Gold and dollar reserves (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	5 June 1964
Business (M)	This week
Industrial building:	
Provisional figures (Q)	24 April 1964
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	26 June 1964
N. Ireland Index (M)	3 July 1964
Insurance companies:	
Assets (A)	26 June 1964
Transactions (Q)	27 Mar. 1964
Investments and earnings overseas (A)	15 Nov. 1963
Passenger movement to and from UK (Q)	This week
Pension funds:	
Assets (A)	This week
Transactions (Q)	This week
Retail prices index (M)	26 June 1964
Retail trade:	
Index nos. (M)	This week
N. Ireland index (M)	26 June 1964
Shipping movement at UK ports (Q)	26 June 1964
Stocks:	
Manufacturers and distributors (Q)	This week
Retail (M)	26 June 1964
Textiles:	
Clothing and textile orders and deliveries (M)	26 June 1964
Man-made fibres production (M)	3 July 1964
Wholesale houses sales (M)	22 May 1964
Wool and cotton output (M)	26 June 1964
Tourist traffic (M)	29 May 1964
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	12 June 1964

Board of Trade Departments, etc.

Subject	*Last published*
British Commercial Representatives Overseas	24 April 1964
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organizations	3 July 1964
ECGD Local Offices	12 June 1964
British and Commonwealth Chamber of Commerce and other British Business Organizations Overseas	This week

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
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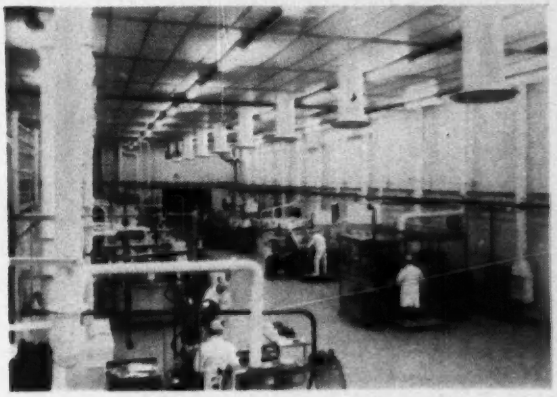
WE *KNOW BERYLLIUM METAL.*



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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organizations	3 July 1964
ECGD Local Offices	12 June 1964
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Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
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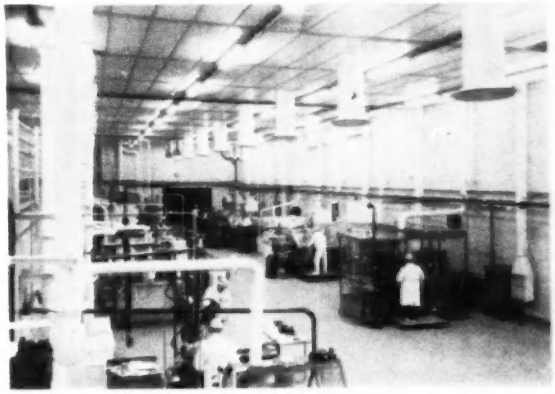

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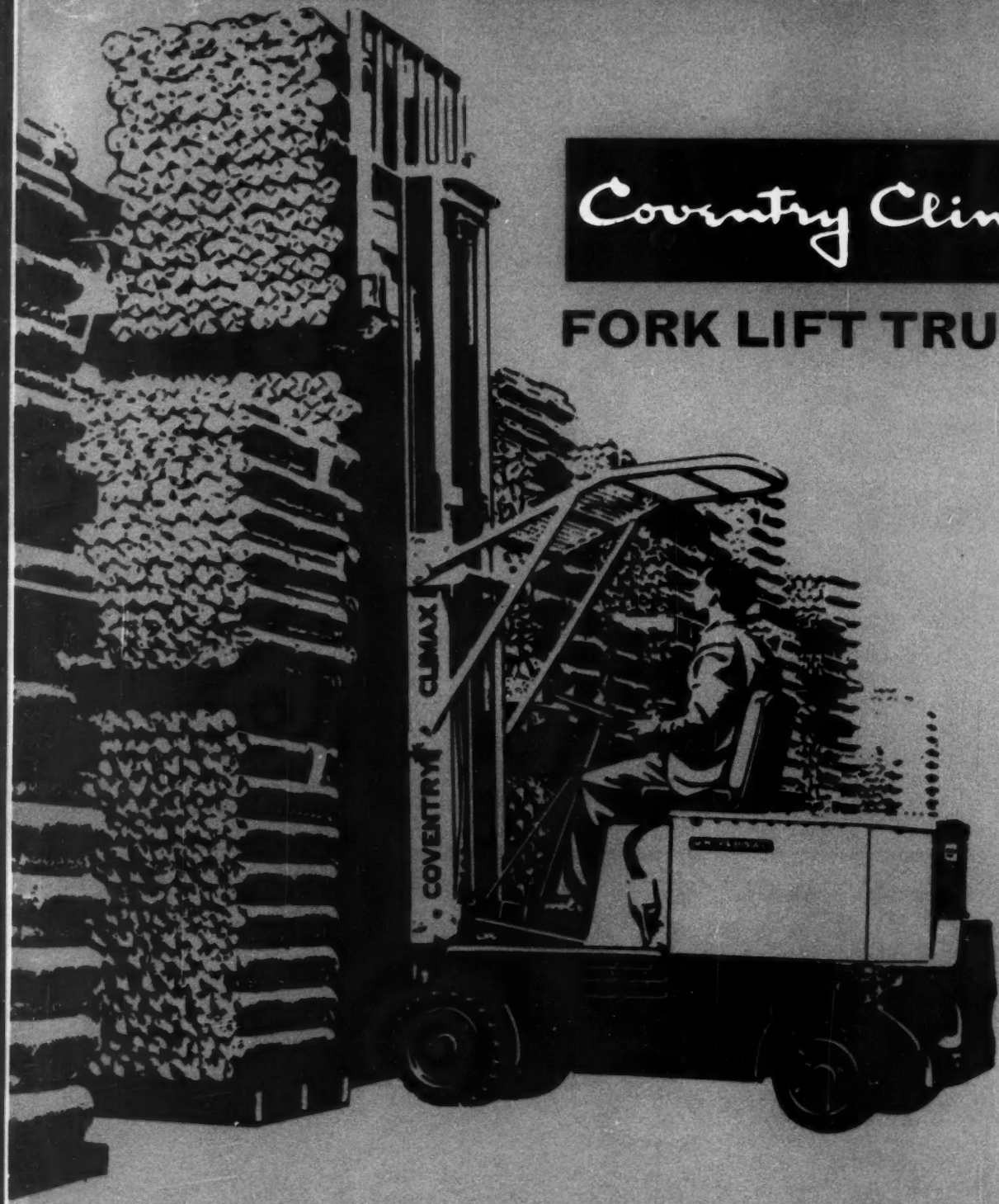

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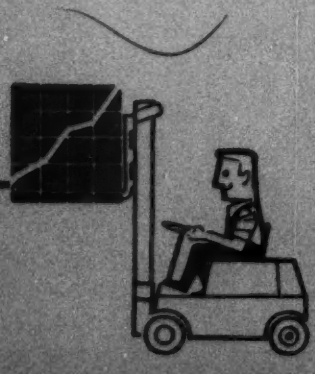

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